Convention Issue.

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, FEBRUARY 17, 1905. NO. 26.

American Can Company

Principal Sales Offices:

New York.
Bowling Green Building.

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets.

San Francisco, Cal.
Hayward Building, Corner California and Montgomery Streets.

The New 1905 Model

Bucklin Pea Filler and Briner.

CORAL, MICH, July 5, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—After giving your new Bucklin Filler and Briner a thorough test we feel free to say it is the best we ever saw. Its simple construction most adds to its merits. We have had more or less experience with the Pea Fillers now in use, and can truthfully say the Bucklin is superior.

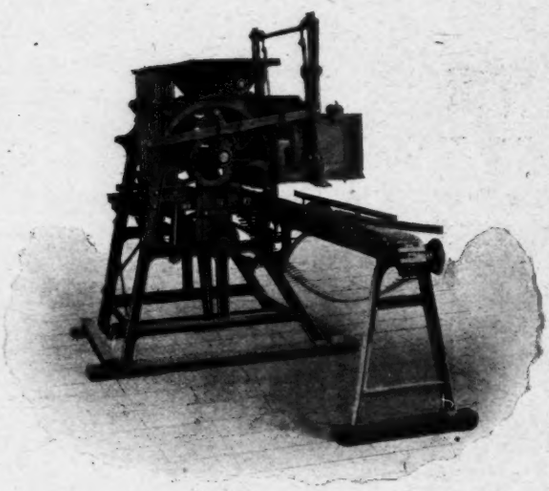
Yours very respectfully,
(Signed) CORAL CANNING CO.,
Robt. L. Coffmann, Manager.

FREEHOLD, N. J., October 28, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—Yours of October 26th is received. Refering to the Improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two of them to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly, the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams. Altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins Capper. I shall equip my entire plant with them in another year.

Yours truly,
(Signed) JOSEPH BRAKELEY.



STITTVILLE, N. Y., Sept. 8, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—The new Bucklin Filler and Briner is a daisy; in fact the writer believes it to be the best Pea Filler and Briner on the market today, and no doubt when the pea canners "Catch On" you will have lots of orders. We did not have a moment's trouble with it. It worked beautifully all through the season, and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) STITTVILLE CANNING CO.
By D. B. Simmons, Manager.

WAUSAU, WIS., December 6, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—In reply to you favor of recent date asking for a testimonial on the Bucklin Pea Filler and Briner we purchased of you the past season, will say that the machine gave us entire satisfaction, filling the cans uniformly and measuring the syrup correctly without any waste to speak of. We find its capacity equal to that of the Hawkins Capper, and probably would do more if necessary. On our season of nearly forty days' actual work on peas we were not delayed once by the filler.

Yours truly,
(Signed) WAUSAU CANNING COMPANY.

MANUFACTURED BY

SINCLAIR-SCOTT CO.,

Baltimore, Maryland.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

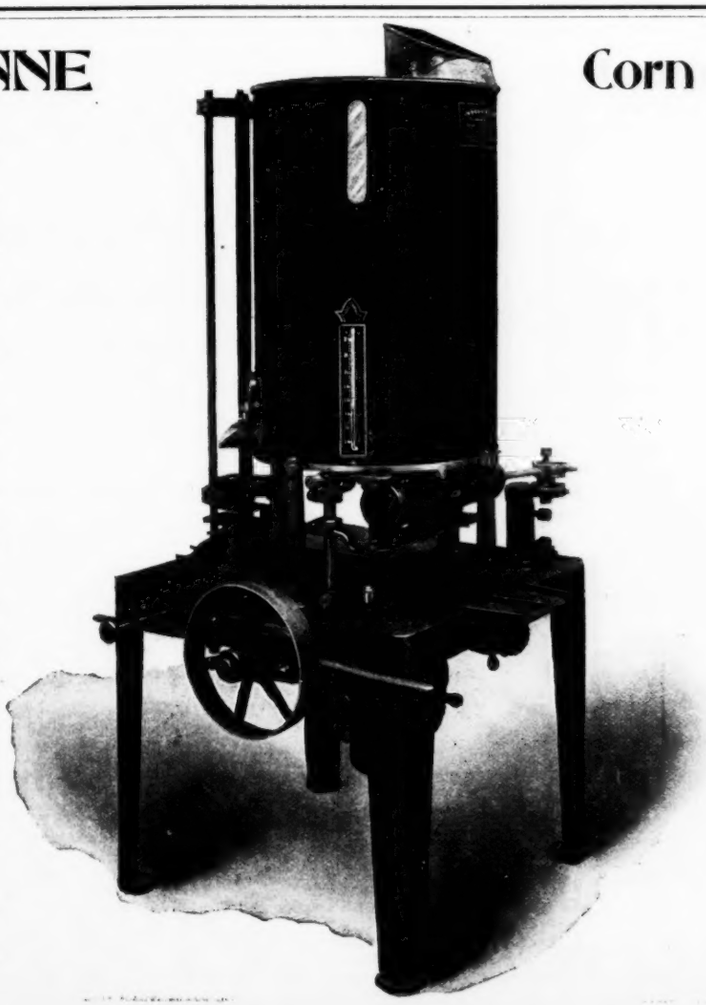
Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

QUEEN ANNE Corn Cooker-Filler



You can't afford to be without the QUEEN ANNE COOKER. In the first place the original cost is cheaper; secondly, its capacitvis greater; 45,000 to 50,000 cans a day, and a ten hour day at that. Why is this? There is but one plunger—consider what that means—it fills both ways, going and coming.

Simplicity itself nothing complicated to cause trouble on a busy day, and then, too, it does not require an experienced operator. The ordinary, unskilled labor on which many factories have to depend, can run it.

ORDER EARLY.

H. COTTINGHAM,
BALTIMORE.

STEWARD'S

Sanitary Can.

By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

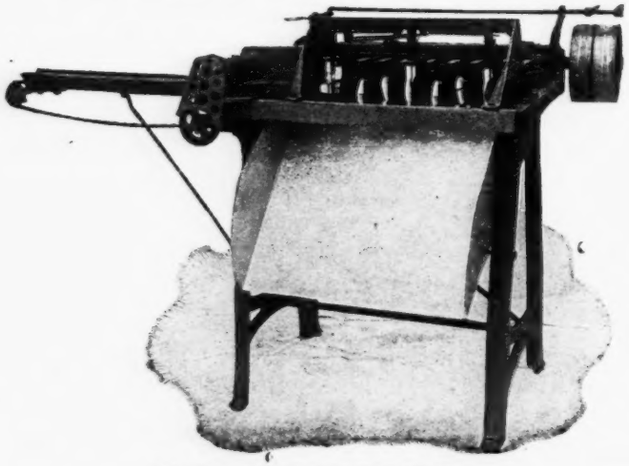
L & J. A. STEWARD,

Rutland, Vermont.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Improved Corn Cutter

is the most simple in construction, and has the most positive feed of any cutter on the market. It will cut the small ears as well as the large ears without clogging. If an ear should clog (which seldom happens) there is a device on the machine whereby the knives and all the scrapers can be thrown open at once by simply moving a lever, and the Cutter can be unclogged in an instant. It is guaranteed in every respect, and it will pay you to get our prices and terms before you buy.

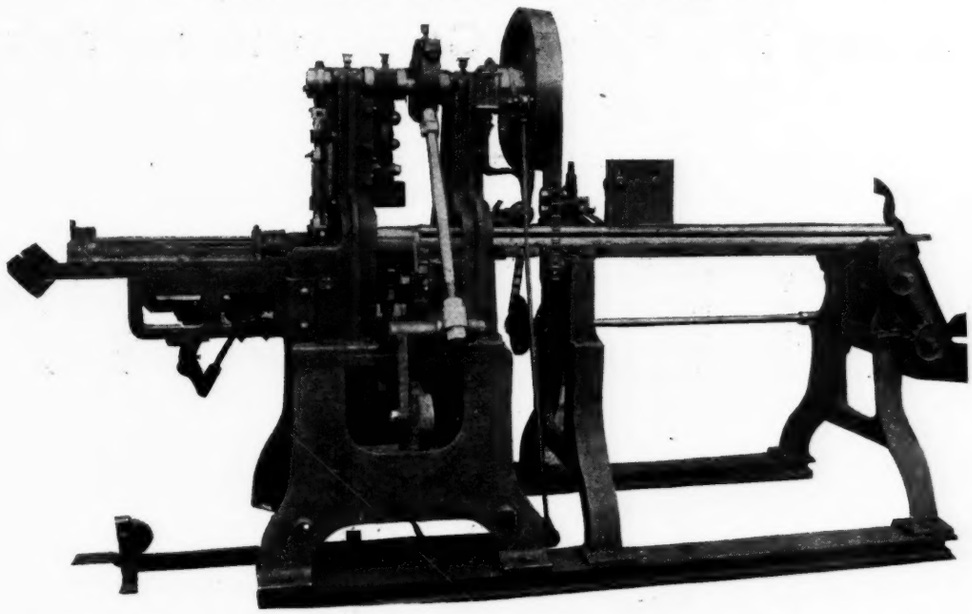
SOME OF THE CANNERS WHO USE THE MORRAL CORN CUTTER:

C. E. Sears & Co., Circleville, Ohio.
P. Hohenadel, Jr. Co., Janesville, Wis.
W. Scott Whiteford, Whiteford, Md.
The Scioto Canning Co., Circleville, Ohio.
VanWagner & Clark, Ellenville, N. Y.
J. T. Polk Co., Greenwood, Ind.
Mounts & Baugh, Clarksville, Ohio.
The Auburn Canning Co., Auburn, Neb.
The Lebanon Canning Co., Lebanon, Ohio.
Minnesota Valley Canning Co., Le Sueur, Minn.
Wells Canning Co., Morenci, Mich.
Flat Rock Canning Co., Flat Rock, Ind.,
Floral City Canning Co., Monroe, Mich.
Hope Canning Co., Hope, Ind.
Edgar Canning Co., Edgar, Neb.
Shepard Canning Co., South Dayton, N. Y.
A. J. Tanner, Oakfield, N. Y.
Wisconsin Canning Co., Oshkosh, Wis.
Hamburg Canning Co., Hamburg, Iowa.
John Burns, Bonner Springs, Kan.
Demeritt & Palmer Packing Co., Waterbury, Vt.
Des Plaines Canning Co., Des Plaines, Ill.
Harry Thompson, Ada, Ohio.
New London Canning Co., New London, Wis.
The Sears & Nichols Co., Chillicothe, Ohio.
Huff Bros., Roanoke, Va.
C. P. Thompson & Son, Alger, Ohio.
New Paris Canning Co., New Paris, Ohio.
Geo. W. Devilbiss, Stewartstown, Pa.
Valley Packing Co., Lebanon, Ohio.

THE LATEST

AUTOMATIC SIDE SEAM LOCKING MACHINE

WITH SOLDERING ATTACHMENT.



The Machine shown above is our Latest Improved Lock Seam Body Forming Machine, with Side Seam Soldering Device. This Machine runs free of all jams or mashes, with a capacity of 50,000 perfected bodies a day.

Slaysman & Co., {Works, 125 E. Falls Ave.} {Office. 200 W. Falls Ave.} BALTIMORE, MD.

SEND FOR FREE CATALOGUE.

Can-Making Machinery.

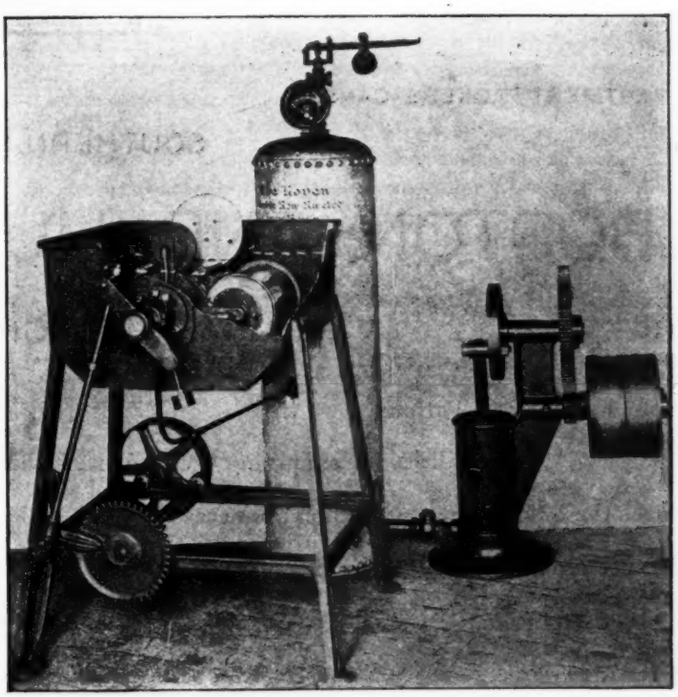
Up-to-Date

Can Tester.

Designed to work in Connection with Floaters.

Capacity: 12,000 2-lb. or 3-lb. Cans.

Will test any size Can, round square or oblong.



E. J. LEWIS, Middleport, N. Y.

Possessing the best equipped and largest factories

We supply the Finest Cans with no delays.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

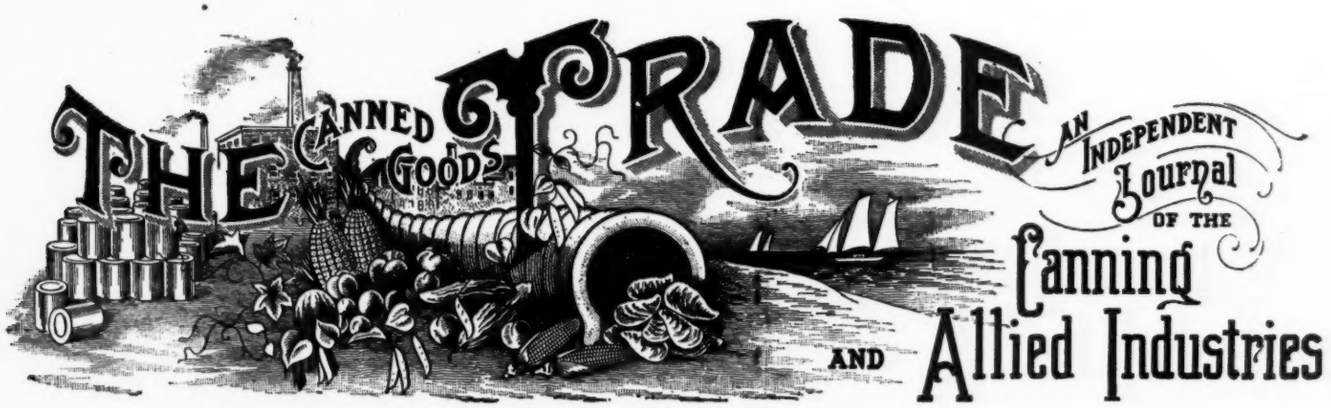
Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.



BALTIMORE, FRIDAY, FEBRUARY 17, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Despite all anticipations to the contrary the weather is being prolonged well up towards early spring dates and according to nearly all commercial reports, it is seriously interfering with transportation and consumption of certain lines of goods.

With respect to food matters, the effect will be considerable in one or two lines, which will apply specifically to canned goods. In this Chesapeake region the oyster and fish business has come almost to a stand-still, by reason of the severity of the weather and the extent of the ice down the Bay. Very few oyster boats are coming to port now with cargoes and the supply has dropped off to such an extent that oysters are comparatively scarce even at this center. The lack of oysters and the advancing price, may induce some people to turn to other matters in tin or make shift goods, but every little helps to the advantage of the spot goods in tin.

But the effect of the lack of oysters upon the demand for canned food is really unimportant as compared to the effect of the great loss of cattle and live stock of all kinds on the western ranges. The extremely cold weather that is reported has caused the loss of nearly fifty thousand head of cattle in the last month and anything that tends to lessen the quantity or increase the price of raw beef or meat, directly affects the value of canned food, not only of canned meats and of soup, but of tomatoes, corn, peas and other goods that have to do duty for the meat. But the general effect of the protracted severe weather is to continue the extreme quietness of trade, except in the lines of personal warmth and comfort.

The three prime necessaries of mankind are food, clothing and shelter; and they are essential in the order in which they are named. Food is his first requisite, and if he cannot get one kind he must sustain himself upon another. In the presence of civilization, he is also compelled by the circumstances of his environment to provide this sustenance within what is considered monetary value. Hence the advance of one class of food compels him to turn to another of lower price and this shifting of demand forces the lowest price goods more nearly to a level to others which have held the demand. But when weather conditions become so severe that they

pass beyond the average qualities of seasonable temperature he is then compelled to maintain his bodily warmth, not only with food but with increased clothing nad fuel; that effect is illustrated by the conditions to-day. Whilst the ice embargoes are making the trade dull in most lines, the demand for clothing, fuel and artificial heat of all kinds, is greatly increased so that the second article of necessity in his prime list is now reaping the benefit of the abnormally low temperatures. Commercial reports say that business in general is some per cent heavier than last year, that the outlook is extremely promising, but that much is depending upon the early closing of the severe winter.

We witness here at present, the strange sight of new season's pineapples selling on the street amid zero temperatures. The call for such, however, is small as the two things are incongruous.

Brokers have few or no changes to make in the prices of canned goods. Reports from Maine are to the effect that many of the packers in that State, have been selling considerable numbers of orders for futures for 1905 pack and that in general the State is well sold up. The same conditions do not prevail in the great northwest, which is ambitious to become and to a large extent is becoming, the rival of the northeast in canned corn. The West will have to be depended upon for the vast amount that is required of this article, just as the fine brands well protected by excellent work and selection has done much to secure for Maine and New York the best sugar corn at preferred prices. It is just possible that Marvland and Virginia may not do as well in corn orders as they did last year. But so far the packers are not complaining of a dearth of orders.

Much was expected of the annual Convention at Columbus in respect to an understanding of the general condition of the jobbers' prices for the opening year, but it does not seem to have materialized. Most of this kind of information and discussion occurs among the packers and brokers en masse, upon the floor of the lobby of the hotel and between sessions of the Convention, but this disposition has not been prevalent this year as in the past. The cause probably is that corn packers are just about satisfied with prices and tomatoes are in such low condition that there are none so poor as to do them honor and both packer and distributor have lost interest in them.

One important point was made at the Convention that should be mentioned here. That is that packers who have sold out their season's pack by October rush into the market in the Fall, quoting very low prices for futures for the following year in order to get orders for staples. Jobbers complain that this undercutting of prices after the goods have passed into their hands is neither honorable nor good business, but they themselves have been doing the same thing in January and February with "spot" goods for sake of making low quotations on future at that time.

A moment's thought will show that this is an extremely dangerous position for these two parties; it amounts to the jobber "Bearing" prices in the beginning of the year for the sake of driving prices down to what the packer can afford, and later on, in the fall of the same year, the packer retalliating, by forcing the goods down after he has sold them to the distributor. It may not be the intention of either party to continue a war of destructive prices, but the effect is the same and the sooner such tactics are abolished by both parties the better it will be for both and business in general.

As we have said, there is little or no change to report in quotations, and the list remains as published last week. Small fruits are getting firmer by reason of disappearance and gallon strawberries are out of quotation in this market. Blackberries are slightly stronger. Gallon pie peaches, peeled are about twenty-five cents higher and quoted at $3.75, in this market. New York has probably been watching the Convention so closely that there are no changes whatever in her quotation. Tomatoes here have advanced slightly on the week and are now held at 65 to 70c. for standards, city pack and at 62½ to 65c. for county pack.

In canners metals' the only change to report is the slight variation usual in pig tin, which is now held at $29.50 to $29.90. It is understood that there has been very heavy shipments of pig tin from the Straits and that this has neutralized the efforts of the managers, otherwise it would have advanced. Solders of all grades have dropped one to three-quarters of a cent per pound and we have altered our quotations on the usual page.

Canners' metals can be found in their usual place.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries — *AMERICAN CANS*

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

The absence of many of the leading dealers in canned goods in Columbus caused a rather slack market during the past week. Sales were limited largely to actual requirements, very few taking any more than are needed to carry them along from day to day. Notwithstanding this comparative dullness there was a fairly firm feeling and most holders displayed considerable confidence in the future. Conditions promise to improve materially as soon as there is any demand for spring supplies. Several prominent interests have declared that that it will be found later that supplies are smaller than most dealers think and that retailers will be compelled to buy freely to make good the regular waste of traffic.

Tomatoes.—Not much interest has developed in tomatoes beyond the supplving of current wants. Purchases are comparatively light, but the market is firmer and it is less easy to secure supplies at 60 to 62½c. than it was. Few holders have anything to offer under 62½c., while it is still possible to buy at 60c. and in one or two instances 57½c., the supplies of these goods are so small that they really cut no figure in the market. Some holders have advanced their asking price to 65c. and it is thought that prices will eventually reach that level. In spot goods interest appears to be lacking. There are only small sales, but inquiry has increased and the outlook is considered much better than it was two weeks ago and some better than it was a week ago.

Corn.—Future corn attracts no attention. There are some offerings of Maine at previous figures, but several large interests have withdrawn from the market because they have sold out. In general conditions are unchanged. State, Western and Southern futures are neglected and sales are substantially dead. For spot goods there is no demand beyond current wants, which appear to be small. It would be possible to buy in some instances below quotations, if a fair quantity were taken. No prices have been made or will be made on Maine standards until the fancy grades are all packed. The supply of standards must remain undetermined until then.

Peas.—Apparently all the low priced peas have been sold. There is nothing stirring in these grades and sales are being made at figures which indicate that low priced goods have about disappeared from the market. In general conditions are considered fairly favorable.

Peaches.—There is a fair demand for peaches, both Southern and California. The market is strong and supplies wanted are scarce. For this reason prices tend sharply upward and increased demand will bring advancing prices. There are practically no Californias available and Southern stock is also more or less scarce and under close control. Holders generally require buyers of grades of peaches that are badly wanted to buy other grades in addition. The effect is to assist materially in clearing up peaches which are considered undesirable by a good many.

Apples.—Gallons are unchanged, though the tendency is upward and prices are held firmly up to quotations. The market is about cleaned up with sales restricted to such as are needed for immediate use. The fact that high prices bring out no larger supplies indicates that statement of shortage is probably correct.

Salmon.—The market is a shade firmer on Columbia River goods owing to increased demand from a number of different directions. The supply is comparatively small, and held under close control. While no important changes have been made there is probability that

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries AMERICAN CANS

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

any important increase in demand would cause increase in quotations. Other varieties are held firmly. There is some interest in red Alaska, chiefly, however, in small lots. Holders generally are firm. Pink Alaska is in strong position, with sales limited to demand from Southern points. Sockeye is scarce and prices tend upward.

Sardines.—Not much change is reported in the sardine market. Nearly all holders have moderate supplies, and while there was an advance in the asking f. o. b. price at Eastport of 5 to 10c. last week it made no difference in spot quotations. These are held steady as previously quoted.

HUDSON.

Death of S. G. Curtice.

Simeon G. Curtice, president of the Curtice Bros. Co., Rochester, N. Y., died at his home in that city February 8th, after a long illness. Mr. Curtice was born in Webster, N. Y., in 1839, but for many years had been a resident of Rochester. In 1868 he started in the canning and preserving business with his brother, Edgar N. Curtice, and when a stock company was incorporated in 1889, Mr. Curtice was made president of the company, which office he held until the time of his death. For several years Mr. Curtice had been an invalid and unable to attend actively to business.

He is survived by one daughter, Miss Grace Curtice; by a sister, Mrs. A. B. Wolcott and by his brother, Edgar N. Curtice.

Iowa Canners and Wholesalers Confer.

A report from Council Bluffs, Iowa, says:

"The conference held at Des Moines this week between committees representing the wholesale grocers and canning factory owners has resulted in a provisional agreement on the form of a contract to be used generally hereafter. The draft has been made up by John Mehlhop, Jr., of this city, secretary of the Iowa and Nebraska Wholesale Grocers' Association, and if the association of canners ratifies the arrangement it will go into effect for the season of 1905.

"The contract refers only to canned corn, but may be extended later so as to include tomatoes and other products. It provides that when a canner fails to supply goods he has agreed to deliver, he shall reimburse the jobber for any excess of the market rate on such goods over the contract price. For instance, a canning factory may sign a compact to deliver corn at 70 cents a dozen cans. When time for delivery comes it is short and cannot fulfill the agreement. The jobber thereupon has to go out upon the market and buy other corn to supply his trade. If the price, in the meantime, has gone up to 90 cents, the canner must pay him the extra 20 cents."

NATIONAL CANNED GOODS DRIED FRUIT BROKERS ASSOCIATION

The Henderson-Brown Company,

Canned Goods Brokers,

Denver, Col.

FOR SALE.

One McDonald Power Can Testing Machine; capacity 30,000 per day; 2-lb. and 3-lb. cans, One Johnson Power Can Tester, capacity 50,000 cans per day. All in perfect running order and good as new. WINTERS & PROPHET,
Mt. Morris, N. Y.

FOR SALE.

Admiral Seed Peas, prices low.
Address,
THE EMPSON PACKING CO.,
Longmont, Colorado.

SOLE AGENTS IN THE EAST FOR
The Sprague Canning Machinery Co.
"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

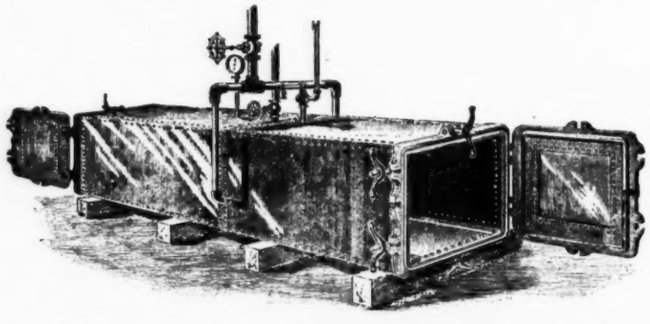
Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

Zastrow's Oyster Steam Box.



ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

Every box is furnished with steam pipes fitted to box, safety valve, steam guage and all valves necessary. They are generally made 25 feet long, 30 inches wide by 29 inches high inside, to hold three 8-ft. cars easily, but are made to any desired length.

GEO. W. ZASTROW,

Mechanical Engineer,

1404-1410 THAMES ST., - BALTIMORE, MD.

Those
Who have once used
The Virginia Cans
Continue to use them.
This
Is on account of
Their Superior Quality.
Our
Largely increased capacity
And fine shipping facilities
By the main trunk lines
Enable us to make
Prompt deliveries to all
Our friends, old and new.
In
Writing for prices
Let us know how many
You will need.

Virginia Can Company.

Buchanan, Virginia.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The retail grocers are distributing cheap corn and tomatoes very freely at bargain prices, but without much effect yet, so far as market prices and supplies are concerned. Tomatoes from time to time show symptoms of improvement, which do not bear close investigation, and concessions are always to be obtained from the regular quotations by looking for them. Sometimes the reduced price is accepted because the quality of the offerings is off, as in the case of a lot of No. 3 Maryland tomatoes which was offered at 57½c. per dozen. In other cases the necessities of holders have forced standard No. 3 tomatoes upon the market at 60 to 62½c., f. o. b. factory or Baltimore. It is argued at Baltimore that the stocks of tomatoes are smaller than the statisticians have made them out to be, but the sellers of ordinary standards do not appear to be suffering from any illusions on the subject. Corn of ordinary standard variety is over-plentiful and cheap, and the demand is very light. The fancy grades are not to be had. The future corn market is unchanged, except that some of the Maine packers have withdrawn from the market. Peas are in routine demand, the cheaper kinds preferred. Beans quiet. Asparagus promises to be a moderate pack. Fruits are quiet, but gallon apples are firm, with stocks small, and California apricots and peaches are ditto. The market for salmon is quiet, but firm. Alaska red is in plentiful supply, but other kinds are scarce. The Lenten demand should soon make itself felt, as the penitential season opens on March 15th, but in late years salmon has not been much affected by the recurrence of Lent.—*Merchants' Review.*

Chicago.

The tomato market is much stronger than it has been for months, reports from the East, where nearly all the supply in first hands is held, being that the market, which has already advanced about 2½ cents per dozen, has a strong upward tendency. This is because buyers are realizing that the supply is not excessive, as has been reported. Canned corn, spot, is unchanged, with a good demand for consumption. Future corn is selling somewhat better to the trade. Spot peas are steady and the demand fairly good. Future peas are selling quite freely. Gallon apples have advanced and are likely to go higher, as there is a very marked shortage in the supply, and the same is true as regards pumpkin, both gallons and 3 lbs. Canned salmon is strong and will probably advance. Demand for salmon is better than ordinarily at this time of the year. Sardines are unchanged from prices ruling last week. Cove oysters are very firm and in good demand. Stocks are small. Canned shrimp and lobster are firm. Scarcity exists in both these articles.—*Grocers' Criterion.*

Philadelphia.

Nothing new has developed in tomatoes during the week, except the fact that the market for 3s is perhaps a trifle firmer. No advance has occurred yet, however, and no advance seems remotely probable. Some attention is being attracted by the increasing firmness of two pounds, which are in excellent demand at slightly advanced prices. Corn on spot is dull and weak. There has been somewhat more inquiry during the week, however, but prices ruling show a loss in some cases of 15 cents per dozen. A very heavy business has been done in future Maine corn, but future business in other grades has been only fair. Peas of cheap grades are in good demand, but stocks of these grades are not plentiful. Peaches are in light supply, and the inquiry is only spasmodic. First hands people are asking 7½ to 10 cents per dozen more than they eagerly took just after the closing of the packing season. First hands are almost cleaned up in peaches, and if the expected good spring trade develops, prices will probably be higher. California canned goods are unchanged. Practically nothing is being offered from the coast. The small line of Baltimore canned goods is unchanged and in fair demand.—*Grocery World.*

Boston,

Future prices on Maine corn have been named, they being a little less than last year's. Prices have also been made on New York State corn, they being nominally the same as last year. On Western and Southern corn future prices are lower than those of last year. The trade is not very enthusiastic up to the present time on the future prices. They seem to be all holding back. One or two of the largest Maine packers are fully booked up and have withdrawn from the market.

Future prices of peas are about the same as last year.

No other future prices have been made.

The trade is booking very freely on sockeye salmon thus early, in order that they may get the goods when prices are named. The scarcity of this grade of fish during the past three years, and the bare market, whatever is to be packed will be engaged long before the price is named. The spot market on salmon is nominal, with practically no demand at this season. But with the opening of spring trade, the market on spot goods must be firm, as the stock is very low compared with previous years.

Sardines are unchanged and steady. There is a moderate trade reported.—*New England Grocer.*

Montreal, Canada.

Sales very quiet with prices unchanged. Canned apples are selling well, on account of shortage of evaporated apples. They have been advanced from 5 to 10c. per dozen.

Toronto, Canada.

The canned goods trade, although much cannot be said of it, ordinarily at this time of the year, has been unusually brisk during the past week. Not only in vegetables, but in canned fruits and canned meats.

The trade are inclined to the opinion that tomatoes may be high in price during the next spring, if the tomato growers hold out successfully in their contention for higher prices.—*Canadian Grocer.*

London, England.

Salmon.—Alaska continues to go off very well, and prices remain unaltered. In Fraser River salmon half-pound flats are again 6d. to 9d. dearer, but 1 pound flats and talls are without change. The "Telemachus" has arrived at Liverpool with 39,962 cases.

Lobsters.—Owing to scarcity half-pound flats are held at high prices, but it is somewhat surprising that there is not more demand for 1 pound flats, bearing in mind the margin between the price of these and half-pounds.

Sardines continue in fair demand, and prices, if anything, have a firmer tendency. Smoker sardines are meeting with a better demand. Recent arrivals include the "Albatross" with 826 cases, and the "Brittannia" with 1,248 cases.

Meats.—There is a fairly good business passing, and the market remains firm. Rabbits are meeting with more inquiry.

Fruits.—There is a little more inquiry for Californian fruits and pines also are more sought after, prices for the last-named showing a firmer tendency.

Liverpool, England.

Salmon.—There is an exceedingly good trade passing for the season of the year. There is a large inquiry for best qualities in all shaped tins, particularly half-pound flats. I pound flats are exceedingly scarce. Alaska is in better inquiry.

Lobsters quiet.

Sardines fairly good.

Fruits quiet. Pineapples advancing.

Rabbits.—There is more inquiry for these as the low prices seem to tempt buyers.—*Grocers' Gazette.*

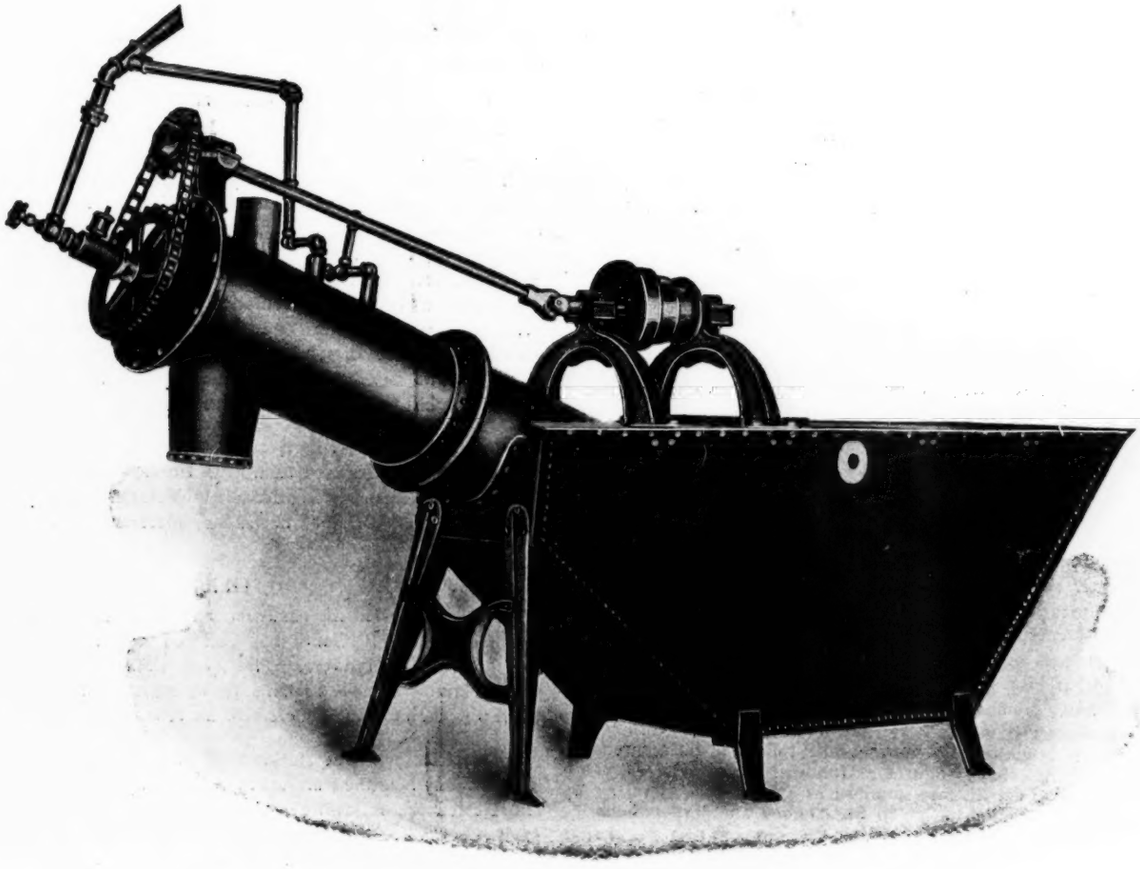
CORRESPONDENCE.

Baltimore, February 11th, 1905.

Gentlemen:—We report the market as follows:

Tomatoes—There have been some evidences during the past few weeks of an improved feeling in the tomato market. As indicated in our last week's circular, the market has been pretty well cleaned up under 62½c. per dozen. We are now quoting on our inquiries for good standard No. 3 tomatoes, 62½c. per dozen, less 1½ per cent. Of course, as previously noted, there are no doubt still some country packers left who are willing to shade prices somewhat, but the chances for doing this are not numerous. Practically all of the orders which

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

have been placed for tomatoes during the past few months have gone to packers who were selling at around 60c. per dozen. A drop of water will wear away a stone, and it would be very strange if these packers are not cleaned out. This apparently should leave the bulk of tomatoes in the hands of a better class of packers, who will not throw their goods on the market at slaughter prices. Of course, there is hardly any room for a very sharp advance in the market as long as buyers pursue the hand to mouth policy. The general opinion, however, is that the bottom has been reached and that the tendency from now out will be towards improved conditions, though perhaps the improvements will not be sudden or decided, but gradual.

There is a little better inquiry for future tomatoes. We quote full standard No. 3 tomatoes for delivery during the coming packing season at 65 c.; No. 2 standards at 50c. per dozen, less 1½ per cent, 5¾ inch cans at 95c., and 6 inch cans at $1.00 per dozen, all less 1½ f. o. b. factory. We quote No. 3 tomatoes, in 5½ inch cans, at 90c. per cent, f. o. b. county. These extra goods are all packed by hand in large mouth cans and will be first-class article.

Corn.—We want to call your special attention to future Maine Style corn we are quoting. We can offer, if unsold, first-class standard quality at 60c. per dozen, less 1½ per cent, f. o. b. county. We quote other grades of corn, for future delivery, at 55 cts. for Harford County standard; 60c. for Harford County standard shoe peg, and 62½c. to 70c. per dozen for Harford County Extra shoe peg.

THOS. G. CRANWELL & CO.

Aberdeen, Md., Feb. 11, 1905.

Spot Tomatoes.—Since our last advices, inquiry has broadened to some extent with some improvement in the volume of new business for the week as compared with former weeks since the first of the year. While buying is almost entirely confined to actual wants, there is some inquiry to be noted, showing disposition to purchase at the present low quotations for more than immediate wants. To-day's low figures for spot stocks, we believe, will undoubtedly lead up to a larger consumption of tomatoes than this country has seen at any time in the past, and also, we believe, will bring about improved conditions in the market. With five good months ahead regarded by many as the best consumptive months in the year, it would appear entirely reasonable to anticipate quotations nearer to the actual cost of packing than has been the case for the last three months. Stocks of 2s in first hands remarkably small with some indication of a 50c. market for good standard stock in the near future. Gallons receiving but little attention and some excellent lines to be secured.

We quote to-day's closing figures as follows: Fair Standard 3s 60c., good standard 3s 62½c., fair standard 2s 47½c., good standard 2s 50c., fair standard gallons $1.70 to $1.75, good standard gallons $1.80 to $1.85 per dozen.

Future Tomatoes.—But little interest so far has been shown by both buying and selling interests. Seller not likely to make any positive offerings until arrangements are perfected with growers.

Spot Corn.—Demand remarkably good though the larger portion of buying has been for off grades. Interest in choice standard and fancy stock continues remarkably good, and business is only hampered by the light offerings of these qualities. Conditions in the market are not likely to show any improvement until a considerable portion of low grade stock is cleaned out.

Future Corn.—A very good inquiry is to be noted for the week of brands of previous purchase, in whole grain, shoe peg, and Maine style packing.

STRASBAUGH-STECKEL-HEWITT CO.

Canning Items.

Cuba.

San Juan, Cuba.—Mr. Brown, of the Paul Turner Brown Co., New York, has just returned from Porto Rico. He has completed arrangements in San Juan for a canning factory for this season in addition to the plant of the Porto Rico Canning Co., at Mayaguez. The conditions are very favorable for a large crop considering the short time in which the growers have been planting.

Indiana.

Decatur, Ind.—Sheriff Butler, of this city, received a decree of foreclosure and order to sell the machinery and stock of the Bene Canning Company to the highest bidder. The decree was issued by the Hancock Circuit Court, where a verdict for $2,313 was obtained by Wm. Kothe et al. The canning company started less than a year ago. They agreed to furnish Kothe & Co. a certain stock of tomatoes at a certain time and gave a chattel mortgage as a guarantee. They failed to comply with contract and a damage suit resulted in the verdict as stated above.

Maine.

Gardner, Me.—Everything is in readiness to begin the erection of the big canning factory, which adds another industry to Gardiner. The building operations will become active on May first, and the machinery and fittings of the shops, already ordered are due to arrive here a month later. Twelve thousand dollars will be expended on the factory building and machinery. The output of the factory will be larger, 175 acres of growing corn having already been secured near this city and about 150 people will be employed during the busy season, 75 of this number being employed as huskers and the other half will be at the bench, making cans, labelling, boiling and canning the product.

Maryland.

Baltimore, Md.—Winfield W. Roberts, by Attorney William A. Wheatley, filed a bill in Circuit Court No. 2 yesterday against his partner, Albert E. Taylor, asking the appointment of a receiver for and the dissolution of the firm of W. W. Roberts Packing Company and William Taylor & Son, the names under which they have been carrying on business as packers of oysters, fruit and vegetables. The business, it is stated, has been successful until quite recently, but has now become unprofitable, owing to competition and low prices. Also, that disagreements have arisen between the partners, which makes the dissolution of the partnership a necessity, etc. Judge Dennis signed an order requiring the respondent partner to answer the bill on or before February 14 next.

Baltimore, Md.—The National Can Company was incorporated yesterday for making and dealing in tin cans, canned goods, etc., by Cyrus N. Robinson, Jr., Michael J. McGrath, Henry L. Fleming, William C. McGhee and Charles Lee Merriken, with a capital stock of $10,000.

Ohio.

Ashland, O.—In the bankruptcy case of the Loudonville Canning Co., Referee G. B. Smith has declared a dividend of 25 per cent for the general creditors. The labor claims and costs have been paid in full. It now remains to be seen of the stockholders are liable for the amount of indebtedness remaining unpaid.

Marriette, O.—The stockholders of the Crystal Ice and Preserving Company held their annual meeting at their offices on Third street, and elected the following board of directors for the ensuing year: H. C. LeComte, Daniel Kelley, A. L. Gracey, John Kaiser, Wm. Harrington, J. C. Russell, H. D. Knox, L. C. Braum, C. S. Feisleu. The board will hold a meeting within a few days, when it will organize by the election of the regular officers.

Barberton, O.—The plant of the Barberton Canning Company is being enlarged and the output will be greatly increased, not only in quantity, but in variety. The company already has engaged produce from 280 acres, and is contracting for 300 acres more. Besides this it will cultivate 50 acres of its own. Only vegetables will be canned this year, as the fruit canning in this section has proved unsatisfactory.

Delphos, O.—General Manager H. F. Leilich, of the Delphos Can Co., left last night for Buffalo and other eastern cities to purchase a complete new set of patent oil can making machinery, to double the output of the can factory. The plant now employs about 100 men, and the new machinery will require fully 20 more. The plant will have an output of nearly two carloads a day.

Pennsylvania.

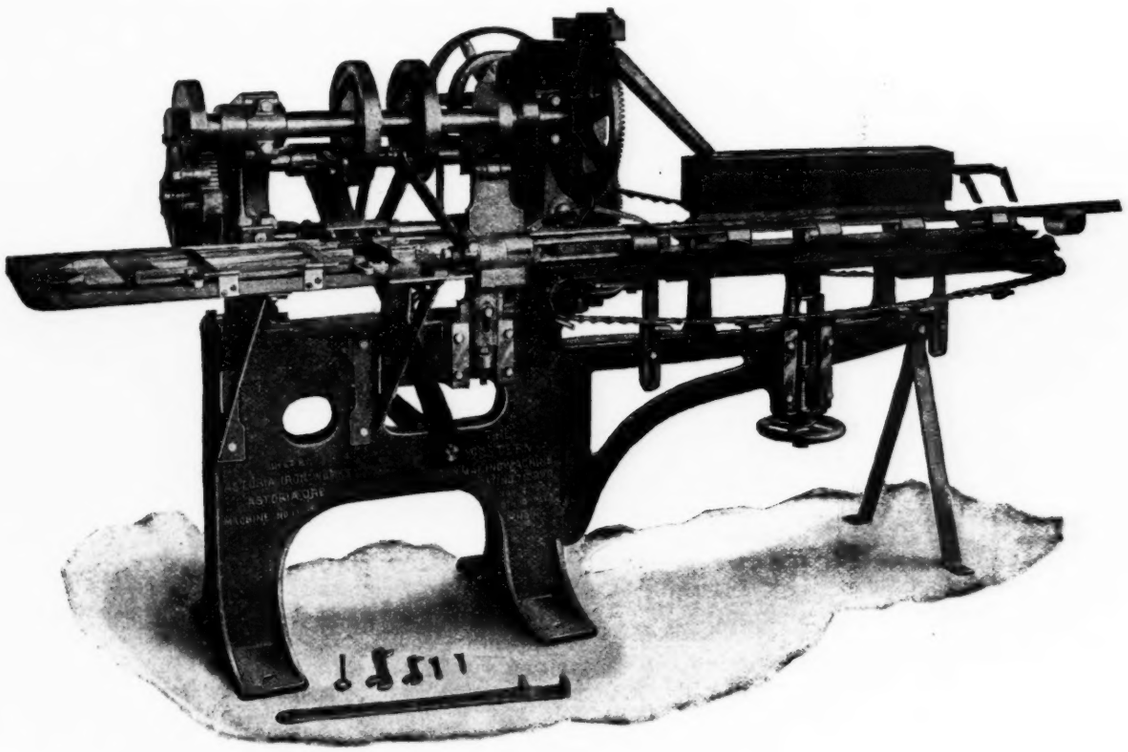
Elizabethville, Pa.—The stockholders of the new canning factory held a meeting and appointed C. W. Enders, E. W. Bomberger and Isaiah Swab as a committee to select a site for the new industry. They hold options on several tracts of land and as soon as the weather permits buidings will be erected.

Texas.

Wharton, Texas.—The local truck growers have not yet succeeded in interesting capital from outside in their proposed canning factory and they may finance the enterprise themselves.

WESTERN
LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines,
Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

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PRESERVING.

PEARS.

Select small, hard, underripe pears; thrust a copper needle several times through the pear from blossom end to stem; peel the pears and scrape them; throw in bath containing 1 oz. sulphite soda to 3 gals. water; then place in kettle with cold water, bring to a simmer and cook until pears are softened; place in pars and cover with boiling 20 degree syrup; in 12 hours reboil and increase strength to 22 degree, then gradually increase to 36 degrees; wash in 30 degree syrup and dry on trays. If desired pink, add strawberry coloring to the 28 degree syrup.

For Wiesbaden fruit, take bleached, canned pears and saturate same way to 33 degrees.

PINEAPPLE.

Peel, remove all eyes and cut in slices a half inch thick; place in jars and cover with boiling 16 degree syrup; in 24 hours reboil syrup and add sugar to make 18 degrees; repeat every day, gradually increasing to 36 degrees; then wash in 30 degree syrup, place on trays and dry; when dry, cut a half-inch hole through core. If intended for Wiesbaden fruit, cut in pieces of suitable size and treat same way, bringing to 33 degree.

PLUMS, DAMSONS AND GAGES.

Take canned, unripe fruit which had the skin well pricked before processing, cut can and drain off juice; throw fruit in bath containing alum 2 oz. to 12½ gals. water and allow to remain 1 hour; place in jars and cover with warm 25 degree syrup, drain and reboil to 25 degrees in 8 hours, the gradually increase every day. When saturated to 36 degrees, wash in 30 degree syrup and dry.

QUINCES.

Pare and core, cut in quarters or eighths, according to size, throw in bath 1 oz. sulphite soda to 5 gals. water; place in kettle, cover with cold water and bring nearly to a boil; drain off water and repeat; then place in jars and cover with cold 18 degree syrup, each 24 hours draw off syrup, increase 2 degrees and pour back cold until 36 degrees is reached; wash in cold 25 degree syrup and dry. If the syrup jells during the process, wash out with warm water and replace with fresh cold syrup.

RASPBERRIES.

Same as strawberries.

STRAWBERRIES.

Select firm, under-ripe berries, hull and place in alum bath (2 oz. alum, 12½ gals. water) one hour, then place in jars and cover with cold 28 degree syrup, draw off and repeat with 28 degree syrup in 24 hours, then replace with 18 degree and each day increase 1 to 2 degrees; if berries appear to soften increase strength, if they shrivel decrease; continue to 36 degrees, wash in cold 25 degree syrup and dry.

ORANGE PEEL.

Place the orange peel in cold brine (5 lbs. salt, 12½ gals. water) in kettle and bring just to a boil; draw off and replace with cold water, bring to a boil, drain off and again add fresh cold water, bring to a boil and cook until tender; place the peel in a wooden tank provided with a copper coil and draw off in bottom,also with a grating at top to prevent floating. Cover with 12 degree syrup and turn on steam, keep the temperature just below 212 degrees; as the syrup evaporates replenish with 12 degree syrup; continue this until the syrup in tank marks 34 degrees, then drain off syrup; place the peel, concave side down, on seives to drain; then place on trays, concave side up, to dry; if it is desired to load the peels with sugar, pour syrup in each half before drying.

CANDIED FIGS.

Take small, under-ripe figs; prick the skin with needles and thrust through several times with a large one; place in water, bring to a boil and cook until tender; cover with 12 degree syrup and candy same as orange peel to 35 degrees; then wash in 30 degree syrup and dry.

CANDIED GINGER.

Take imported green ginger in syrup and saturate to 34 degrees same as orange peel and dry without washing.

CANDIED TOMATOES OR TOMATO FIGS.

Select small, sound, ripe tomatoes; scald and peel; place in kettle with half their weight of sugar and warm gently until the sugar is absorbed, then place carefully on trays and dry, sprinkling with granulated sugar from time to time; when perfectly dry pack with granulated sugar between each layer.

CRYSTALIZED FRUIT.

Use fruit prepared by the preceding process in 36 degree syrup. For the large fruit, remove from the syrup and drain on seives; then wash off all syrup with warm water. For the small fruits, drain off the syrup and wash with warm 10 degree syrup. Place fruit on trays and dry; the surface must be entirely dry and not stick to fingers when handled. Have a box of suitable size containing a stack of tinned copper seives 1½ to 2 inches apart, lay the fruit on these seives, the larger pieces singly and the smaller in layers 2 or 3 deep. Make 33 degree syrup (it must be exactly 33 degrees at 212° F.), cool and cover the fruit, allow to remain 6 to 12 hours, or until the fruit is covered with sugar crystals of sufficient size; then drain off syrup and dry fruit on seives.

WIESBADEN FRUIT.

Take fruit saturated with 33 degree syrup by same process as candied fruits, pack in tall pint jars and fill with uncolored, hot 32 degree syrup which has been boiled with acetic acid or cream tartar. Seal jars and sterilize one hour at 190°. The French and German Wiesbaden fruits are bleached with sulphur at the first operation, then colored artificially if required. (See candied cherries.)

WIESBADEN FRUITS, MODIFIED PROCESS.

Use a tilting jacketed kettle of 5 gals. capacity or less. For canned raspberries, strawberries and blackberries cut can and drain off juice; use sugar in proportion of 1 lb to 1 lb. of drained berries. Make the sugar into 38 degree syrup, boiling with acid, place the fruit in and give a very gentle boil for one or two minutes, dump in pan and set aside 24 hours. If syrup then does not mark 35½ degrees (cold) place in kettle, berries and syrup, bring to a boil and add enough sugar to make syrup 33 degrees (hot), then turn in pan for 24 hours. Then pack the fruit as nearly solid as possible in fruit jars, reserving the surplus syrup for next operation.

For all other canned fruits turn juice and fruit in kettle, add sugar enough to make 20 degree syrup, bring just to a boil, dump in pan and set aside 24 hours; then drain off syrup, add sugar to make 25 degrees, boil and pour back on fruit; next day add sugar to 30 degrees; next day to 35; next day drain off syrup and pack fruit solid in jar, then cover with hot 33 degree syrup boiled with acid. Seal tops and sterilize one hour at 190°.

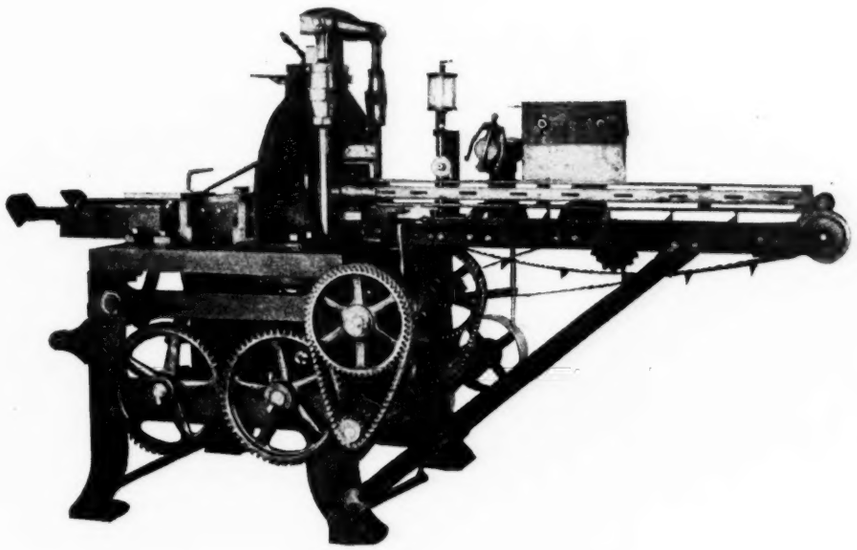
Process for fresh fruit (except berries), prepare fruit and place in kettle with cold water, bring to a boil, cook until tender, make syrup up to 20 degrees, and proceed same as with canned goods. For fresh berries, give a little longer cook in the syrup than for canned fruit and handle the same.

STEVENSON'S

LATEST IMPROVED

SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.



The above cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The important features of this machine are quick adjustments, and the rapid removal of jams and mashes. The latter is accomplished by simply raising the horn.

The capacity of the machine is 50,000 bodies per day.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.

Machinery of all kinds Built to Order and Repaired.

STEVENSON & COMPANY,

601-7 S. Caroline Street, **Baltimore, Md.**

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—OF THE—

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SEPARATE AND JOINT MEETINGS.

Headquarters Southern Hotel—All Meetings Held There. Good Attendance—Interesting Discussions—Important Matters Considered—Committees Appointed—Work Done.

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C. G. Davis, Burlington, Ont.
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M. A. Butterfield, Muncie.
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E. L. Darner, Kokomo.
Mike Downs, Muncie.
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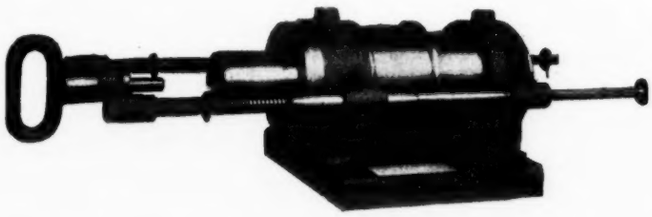
Pineapple Sizer.

The cut below represents a machine for the sizing of Pineapples. Any size up to 3⅝ inches diameter may be cut by changing the sizing tube or cutter. which is made of brass and held in recess of spindle by two screws. The hollow spindle is also lined with brass to prevent the fruit coming in contact with the iron as it passes through the spindle. The Pineapple, after being cored, is placed on the centering plug on cross head and fed through the tube by hand holt on cross heads, the rods on the sides act as guides.



CAPACITY FROM 8,000 TO 10,000 PER DAY OF 10 HOURS.

Speed of Machine, 400 to 500 revolutions per minute.

Size of Pulley on Machine, 6 in. diameter, 3 in. face.

THE JOHN R. MITCHELL COMPANY

Canning and Canmaking Machinery,

Foot of Washington St., BALTIMORE, MD., U. S. A.

Edw. Renneburg & Son,

MACHINE and BOILER WORKS.

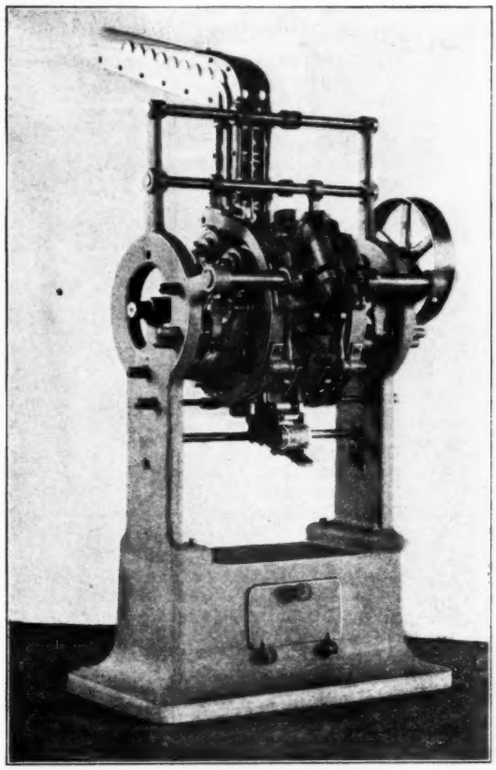
1917-1919 Aliceanna St. Baltimore, Md.

IMPROVED STEEL PROCESS KETTLE.

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

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Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

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J. L. Flannery, Jr., Chicago.
John L. Freeman, Chicago.
John L. Freeman, Chicago.
Walter A. Frost, Chicago.
O. S. Gleason, Onarga.
Frank B. Gifford, Chicago.
Wm. H. Gahan, Chicago.
G. G. Glass, Hoopeston.
Dean Higgins, Chicago.
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Chas. J. Off, Peoria.
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E. P. Sills, Chicago.
George Shair, Chicago.
Harry B. Salmon, Chicago.
J. H. Sherley, Hoopeston.
J. Smith, Freeport.
O. B. Scott, Chicago.
A. H. Trego, Hoopeston.
J. H. Trego, Hoopeston.
N. N. Thaver, Rockford.
J. F. Ulrey, Hoopeston.
F. S. Ulrey, Hoopeston.
Ira L. Whitmer, Bloomington.
Peter, Whitmer, Bloomington.
M. J. Walsh, Chicago.
H. Wilkins, Chicago.
C. E. Wilcox, Chicago.
Alex. Yales, Hoopeston.

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J. H. Hire, Des Moines.
O. Howell, La Porte City.
I. N. Haynard, Vinton.
H. N. Kelly, Independence.
C. M. Kelly, Waverly.
D. J. Lee, Vinton.
Ira M. Meedles, Red Oak.
C. W. Miller, Vinton.
E. E. Manhard, Waterloo.
A. R. Merrill, Harland.
Mrs. A. R. Merrill, Harland.
O. McCaffery, Magnoketa.
O. H. Mitchell, Waverly.
E. Picket, Grimes.
Roy Rowan, Rockwell City.
Jacob Wackerbarth, Independence.

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Samuel Castleman, Louisville.
Leop Levy, Louisville.
Fulton Grodon, Louisville.
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Benj. F. Frey, Nashville.
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Maine.

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Melville Crowell, Adamstown.
R. R. Day, Adamstown.
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T. S. Fleckenstein, Easton.
F. B. Green, Portland.
H. A. Goodwin, Baltimore.
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Louis Grebb, Baltimore.
H. O. Hartzell, Baltimore.
B. Hamburger, Baltimore.
W. Scott Hamby, Calvary.
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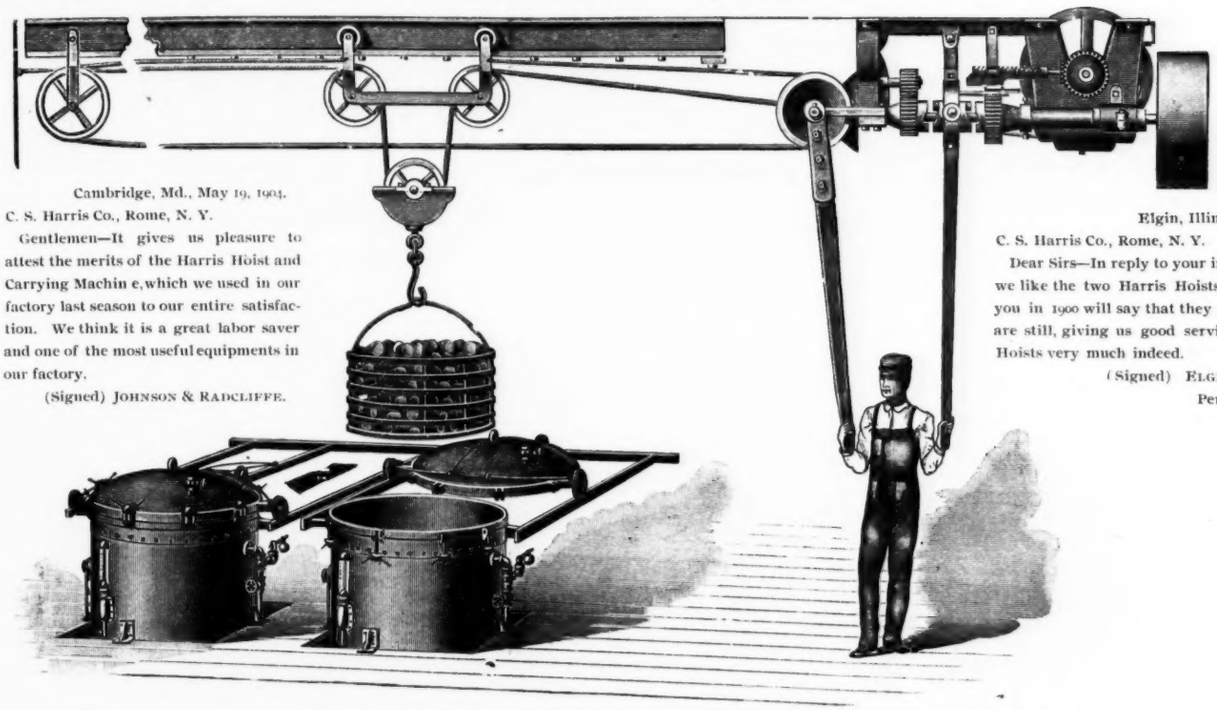
Clarence Kemp, Baltimore.
A. H. Kiler, Westminster.
Phillip Keener, Baltimore.
W. A. Kirby, Trappe.

The Harris Patent Power Hoisting and Carrying Machine



Cambridge, Md., May 19, 1904.
C. S. Harris Co., Rome, N. Y.

Gentlemen—It gives us pleasure to attest the merits of the Harris Hoist and Carrying Machin e, which we used in our factory last season to our entire satisfaction. We think it is a great labor saver and one of the most useful equipments in our factory.

(Signed) JOHNSON & RADCLIFFE.

Elgin, Illinois, May 7, 1904.
C. S. Harris Co., Rome, N. Y.

Dear Sirs—In reply to your inquiry as to how we like the two Harris Hoists purchased from you in 1900 will say that they always have, and are still, giving us good service. We like the Hoists very much indeed.

(Signed) ELGIN PACKING CO.
Per H. D. Barnes.

C. S. HARRIS COMPANY, - ROME, N. Y.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

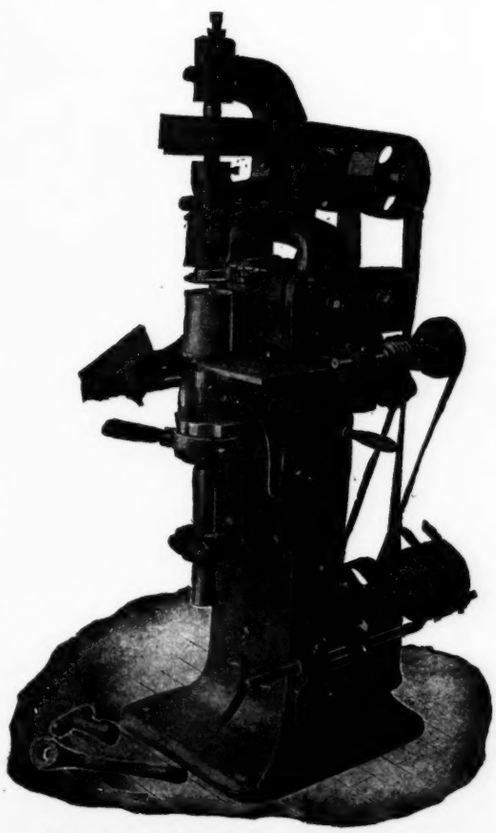
Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."



No. 2 Automatic Double Seamer—Round Cans

The

Max Ams Machine Company,

Mount Vernon, New York

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

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Thos. J. Meehan, Baltimore.
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J. J. Nufer, Whitehall.
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R. E. Hawley, Nebraska City.
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M. B. Ayars, Salem.
W. R. Ayars, Salem.
C. H. Ayars, Salem.
Mrs. Ayars, Salem.
Benj. S. Ayars, Bridgeton.
Clinton B. Ayars, Bridgeton.
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John M. Colbert, Winonah.
George D. Demment, Cedarville.
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J. L. Dormous, Camden.
A. R. Frome, Camden.
F. C. Finlan, Salem.
Lafayette Henderson, Leesburg.
Geo. Kerner, Jersey City.
J. A. Robinson, Cambridge.
Wm. T. Lanning, Bridgeton.
H. J. Powell, Cedarville.
C. S. Stevens, Cedarville.
E. A. Sawyer, Norma.
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J. N. Brill, Lowell.
Geo. G. Bailey, Rome.
C. H. Brushape, New York.
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D. F. Baldauf, Eden.
Julius Brenzinger, Mt. Vernon.
H. W. Brown, Salem.
C. A. Baller, Rochester.
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H. G. Barker, Springville.
D. W. Bills, Fairport.
F. N. Barrett, New York.
T. L. Cranston, Silver Creek.
J. W. Charnochan, Silver Creek.
George. W. Cobb, Fairport.
W. A. Chapman, Silver Creek.
Amos H. Cobb, Rochester.
Thos. G. Cranwell, Syracuse.
F. G. Capron, Fonda.
S. E. Crall, Buffalo.
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Oscar T. Day, Fairport.
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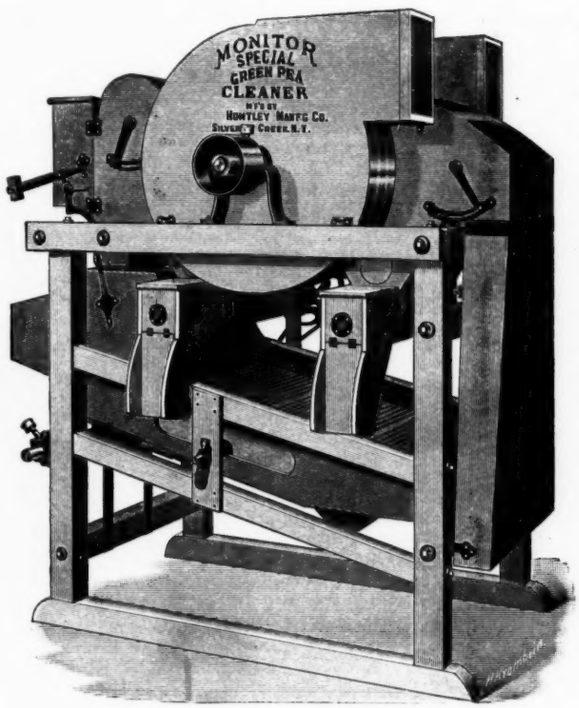
J. B. Ewell, Rochester.
A. C. Fisher, Buffalo.
G. Gardhouse, Niagara Falls.
Mrs. G. Gardhouse, Niagara Falls.
Chas. P. Guelf, Brockport.
John Gendridge, Albion.
Mrs. Gendridge, Albion.
Frank Gebbe, St. Johnsville.
F. F. Hubbard, Canastota.

MONITOR

Green Pea Cleaners

ARE MOST EFFICIENT.



They produce the best results because each Pea is individually cleaned by a powerful air suction which removes all foreign matter without bruising a single good Pea.

The Scalper removes the whole pods. The machine reduces hand picking 75 per cent.

This Cleaner being extra-heavily built and having a compensating mechanical action, lives to twice the age of other Cleaners.

Huntley Manufacturing Company,

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A. R. Hatfield, Utica.
A. B. Hohmann, Rochester.
H. G. Huntley, Fredonia.
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Henry Hecker, Eden.
Wm. Hecker, Mamburg.
Geo. J. Harvey, Deansboro.
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A. L. Klank, Sauquoit.
J. G. Knox, Knoxboro.
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A. V. Lane, Utica.
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A. I. McCord, Rome.
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Chas. Ryberg, New York.
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W. H. Smith, Sauquoit.
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Geo. Cooper, S. Lebanon.
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O. B. Cain, Morrow.
Robt. Cathcart, Cleveland.
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H. M. Crites, Circleville.
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Otto Cuell, Cardington.
Eva Cuell, Cardington.
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S. P. Deeds, Circleville.
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B. F. Frank, Columbus.
A. A. Forshee, Columbus.
Geo. Goddard, Circleville.
H. H. Grocer, Circleville.
A. S. Garman, Akron.
Frank Gallahen, S. Lebanon.
L. M. Graham, Columbus.
Julius H. Helwogener, Circleville.
W. D. Hufford, S. Lebanon.
Harry Hayner, S. Lebanon.
F. C. Hayner, S. Lebanon.
L. A. Hinklen, Cardington.
G. C. Horst, Columbus.
G. W. Halstead, Washington C. H.
W. B. Hayner, S. Lebanon.
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W. F. Houser, Columbus.
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Eli Houston, Monroe.
W. D. Huber, Dayton.
J. W. Henry, Columbus.
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E. A. Hazlin, Warren.
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J. M. Hayner, Lebanon.
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H. Kirlin, Circleville.
H. L. Krier, Circleville.
W. A. Krug, Ashville.
H. J. Kimble, Clyde.
J. M. Kiser, Columbus.
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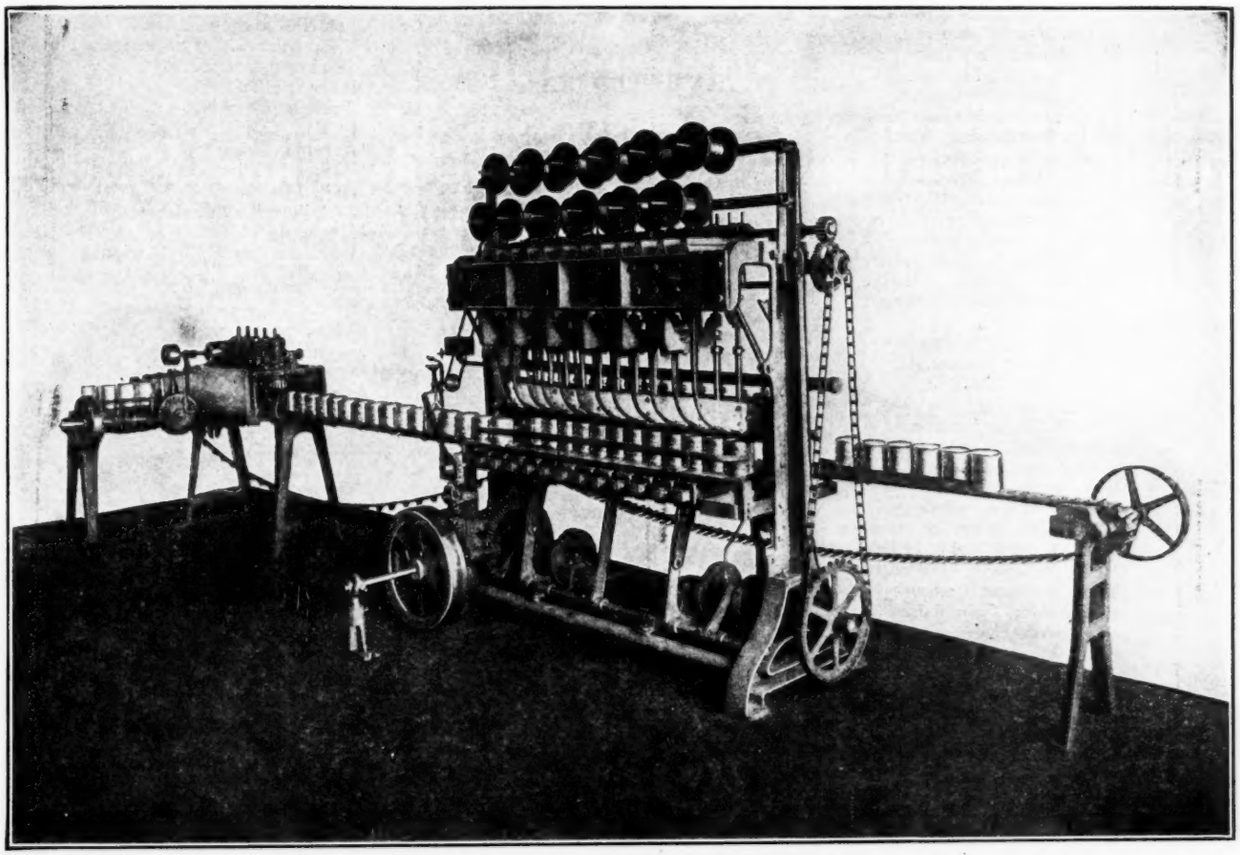
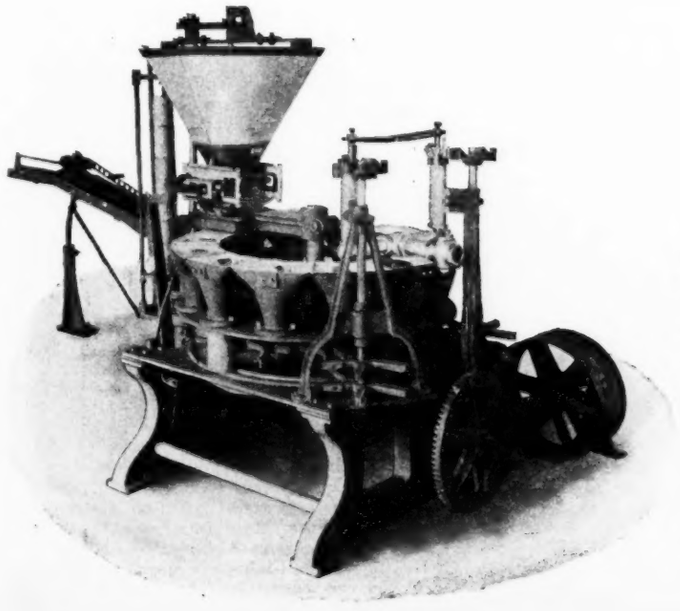
Robt. Livingston, olumbus.
R. J. Loveland, W. Jefferson.
Tim Leray, Toledo.
Benj. B. Levy, Dayton.
Josiah Livingston, Columbus.

AYARS CONTINUOUS CAPPER



Absolutely positive can feeder and spacer. Has a perfect Wiper which will wipe clean. The aciding device puts the flux or acid on just where required, and only when can is in position. Positive solder feed, direct from spools, and only when cans are in position. Specially constructed Steels, requiring little gas to heat. Caps held down continuously from the time the steels are lifted until the next row is soldered, thus insuring a perfectly cooled joint. Capacity, 4,000 to 4,500 cans per hour. Readily changeable for different sizes or heights of cans.

Each machine is furnished complete with automatic feeder, wiper, aciding machine, automatic capper, can counter, tipping chain, counter-shafts complete, and duplicate steels. Sold guaranteed satisfactory to purchaser.



AYARS
ROTARY PEA FILLER

Will fill all grades and sizes of peas without mashing or clogging. Amount of peas put in each can may be vaaried as desired while the machine is in motion. Will brine accurately, with no waste, and only when cans are in position. All cans filled exactly alike. May be used as a briner for beans or other goods.

Capacity, 2,000 to 5,000 cans per hour.

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Joseph McMahon, Circleville.
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W. K. Snook, S. Lebanon.
J. F. Snook, S. Lebanon.
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Herman Shade, Canal Winchester.
Wm. Schenkle, Chillicothe.
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Leroy Trouse, Waynesville.
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W. W. Wilder, Clyde.
Jas. Ward, Ashville.
J. O. Wingate, Cleveland.
A. E. Wilbur, Barberton.
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J. O'Conner, Pittsburg.
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B. Reel, Nashville.
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B. R. Demerritt, Waterbury.
C. F. Palm, Jr., Waterbury.
A. A. Stewart, Rutland.
J. A. Stewart, Rutland.

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John Adams, Richmond.
D. William Good, Roanoke.
P. C. Huff, Roanoke.
A. J. Huff, Fleet.
O. C. Huffman, Buchanan.
G. W. Layman, Amsterdam.

Washington.

C. M. Bogle, Seattle.
Ed. Foy, Winatchee.

West Virginia.

E. A. Selk, olumbus.
W. L. Schroeder, Winneconne.
E. J. Vauereuil, Two Rivers.

Wisconsin.

W. O. Alexander, Wheeling.
Oliver J. Johnson, Wheeling.
D. L. Murray, Wheeling.
N. H. Smith, Wheeling.
J. P. Wells, Wheeling.
J. H. Andrews, Reedsburg.
Geo. B. Chatham, Wausau.
Geo. Cram, Randall.
Edgerton De Clew, Fon du Lac.
A. C. Fraser, Manitowoc.
F. W. Gunthe, Racine.
P. Hoehenadel, Janesville.
H. C. Head, Wausau.
John L. Koch, St. Morzianz.
C. L. Kunz, Manitowoc.
H. W. Landreth, Oconto.
Cornelius Madison, Manitowoc.
E. Reynolds, Sturgeon Bay.
G. J. Sangee, Eau Claire.
W. C. Schorer, Sauk City.
Hayes Selden, Chippewa Falls.

GENERAL PROGRAM.

Order of Business—Separate Meetings of the Atlantic States Packers, The National Canned Goods and Dried Fruit Brokers, and the Western Packers—Officers Elected—Questions Acted Upon.

The meeting which had been heralded far and wide, and for which such great preparations had been made by the officers of the various Associations, and the exhibitors in Machinery Hall, has come and is gone, but is will not be soon forgotten by those who attended, and the work done in the meetings will go to form part of the history of this great industry.

As early as Saturday, February 4th, parties interested in this meeting began to arrive in Columbus, the Capital City of the great State of Ohio, and the chosen meeting place of this year's Convention. Sunday we saw more of them, but Monday and Tuesday the great bulk of all who were to attend registered their arrival. They came from all quarters of the continent—from the Pacific Coast, from Maine, from Canada, from the far South, and from all points embraced in this compass; most of them canned goods packers, many of them canned goods brokers, and the others machinery and supply men to this great industry.

We are publishing the names of all in attendance, elsewhere, grouped into States, and a glance at this will show how the various sections responded to this call for the Convention.

The Convention did not commence business until Tuesday morning at 10.30, the hour set for the welcoming of all to Columbus, by Governor Herrick, Mayor Jeffrey and other City Officials.

The program as published in THE TRADE last week was changed only slightly, and these changes were necessitated by the failure of two of the lecturers to appear. The program followed during the week was as follows:

TUESDAY, 10.30 A. M.

Joint meeting of all Associations, President Rouse presiding.

Address of Welcome—Governor Herrick of Ohio, Mr. Bassell, Columbus Board of Trade.

Responses—Dr. Fraser, Western Association; Mr. Meehan, Brokers' Association; Mr. Knapp, Machinery Association.

3 P. M.

Joint meeting of all Associations, Mr. Meehan presiding.

Address—Hugh S. Orem, President of the Baltimore Canned Goods Exchange, "The Relation of the Broker to the Packer and the Jobber."

WEDNESDAY, 10.30 A. M.

Separate Meetings of the several Associations.

2.30 P. M.

Dr. Fraser presiding.

Address—Prof. E. W. Duckwall, "Pure Food, Tin Plate and Preservatives."

6.00 P. M.

Reception and Jollification, given by the Chisholm-Scott Co., and the Continental Can Co.

THURSDAY, 10.30 A. M.

Separate meetings of the several Associations.

12.00 NOON.

Delicatessen Luncheon, given by the National Canned Goods and Dried Fruit Brokers' Association.

Address—Walter A. Frost, "The Broker."

2.30 P. M.

Joint meeting of all Associations, Dr. Fraser presiding.

Address—Prof. E. F. Ladd, "Pure Food Laws in Relation to Canned Goods."

Question Box, and the Adoption of Important Resolutions.

8.00 P. M.

Theatre Party, Great Southern Theatre, given by the American Can Co., "Dorothy Vernon of Haddon Hall."

FRIDAY, 8.00 P. M.

Meeting of the Machinery and Supplies Association.

10th Annual Meeting of the Atlantic States Association,

Columbus, Ohio, February 7-10, 1905.

Wednesday Morning Session.

Meeting was called to order by President at 11.30 o'clock A. M.

The President: The roll call and the reading of the minutes will be dispensed with, as there will be a larger meeting to-morrow, and all formal business will be done then. The annual address by the President will also be to-morrow morning. A meeting of the two Associations will be arranged between Dr. Fraser and myself.

We had better get the work started in the usual way. It is necessary to appoint a committee on the auditing of the Treasurer's accounts, as is customary, and we will have a motion looking to that.

Thereupon it was moved by one of the members present that a committee of three be appointed to make a report of the accounts of the Treasurer, which motion was seconded and carried.

The President appointed Mr. F. F. Hubbard, Mr. R. Messenger, and Mr. H. P. Cannon as the Committee.

The President: The next matter of importance to come before the meeting is a committee, a nominating committee, to select officers for next year. And in that connection, I desire to say to say to you that I appreciate very much the honor you have conferred upon me by making me President of the Association, and I have made such efforts in my humble way as I could to make the Association and the Convention a success, and I wish to express my appreciation; but I want it understood that I think it right and proper that somebody else be elected next year, and in selecting a Nominating Committee I wish you to select another President.

Mr. Hubbard: Mr. President, if the idea of the joint Association is entertained, it will be necessary to make nominations at this time?

The President: We should proceed as usual, as though that was not going to be talked of at all. We can not tell what is going to happen. It is for us to do our part now, and you, gentlemen, should get together and think over the officers for next year, and elect a President who will be useful in carrying out the lines of this organiation; and the same with all the officers. We are going to have the same Secretary and Treasurer.

Mr. Cannon (the Secretary): I made up my mind some time ago that I would make a statement at this meeting that the Secretary for the beginning of the year should be some one else. I have been in long enough, and served my apprenticeship, and I would like to have the committee name some one else.

The President: The gentleman is out of order.

Mr. Scott: Mr. Chairman, I move that a committee of three be appointed to name officers for the ensuing year. Motion was seconded and carried.

Thereupon, the President named Mr. R. P. Scott, Mr. E. Greenabaum and Mr. F. F. Hubbard as the Committee.

The President: If there is any other business that may be attended to to-day, that we can take up so that it can be finished to-morrow, I would be glad for motions at any time.

The Secretary: I would like to state that Mr. Rouse has been working right along, and he can do more than any committee that can be appointed.

The President: The understanding I have with Dr. Fraser, President of the Western Association is that we have a joint meeting, and make an effort to have a committee appointed with one man from each of the leading packing States, to have a national organization; and my Association has agreed that we will support a resolution of that sort before a joint meeting, and we will give the committee a chance to work out the organization. I do not believe that it is possible to have the Western join with the Eastern people, or the Eastern people with the Western people. It is not that, but the formation of an entirely new organization, and the appointing of a committee for the purpose of organizing such an association. I am very hopeful that this will be done at this Convention.

The Secretary: Mr. President, I move we adjourn till 10.30 to-morrow morning; seconded and carried.

Thursday Morning Session.

Pursuant to adjournment, the meeting was called to order by the President at 11.30 o'clock A. M.

The President: The first matter of business will be the report of the committee on the auditing of the Treasurer's report.

The auditing committee reported as follows: "As to the Treasurer's accounts, we find that he has advanced $54.79, and that there still remains uncollected $85.00 in dues, most of which is uncollectable; and we earnestly recommend that all the members be active in keeping up the business affairs, and in getting new members."

Th President: Gentleman, you hear the report; what is your pleasure?

Thereupon it was moved that the report be accepted and adopted. Said motion was seconded, and upon a vote was unanimously carried.

The President: The next order of business will be the report of the Committee on nominations. Mr. Scott, as chairman of the committee, is unable to be present to read the report, so Mr. Hubbard will make the report of the Nominating Committee.

Mr. Hubbard: Mr. President, the Nominating Committee are pleased to submit for your consideration the following:

President, George R. Bailey, Rome, N. Y.

G. G. BAILEY.

Newly Elected President, Atlantic States Association.

Secretary, H. P. Cannon, Bridgeville, Del.

Vice-President, Pennsylvania, Mr. D. E. Winebrenner.
" New York, M. F. F. Hubbard.
" Delaware, E. Greenabaum.
" Maryland, W. E. Robinson.
" New Jersey, R. D. Fogg.
" Connecticut, E. B. Clark.
" Maine, W. Tomlinson.

Executive Committee:

J. B. Hudson, Holly, N. Y.

Joseph Brakley, Freehold, New Jersey.

Charles Ross, Marvland.

The President: Gentlemen, you have heard the nominations made by the committee appointed for that purpose.

Motion to adopt the report of the committee; seconded and unanimously carried.

The President: It is opportune now for me to say that I thank all of the members for the assistance they gave me in attempting to make the affairs of this Association a success, and it has been a great pleasure to me to act as your presiding officer during the last two years, and I can look forward hopefully, I think, to what Mr. Bailey will accomplish for the ensuing year, and for years to come. I now retire and ask Mr. Bailey to take the chair.

F. M. Barrett: First, I move, Mr. President, that the thanks of this Association be extended to you for the very efficient efforts you have made on behalf of this Association in the past two years. Motion seconded and unanimously carried.

Mr. Bailey takes the chair.

Mr. Rouse: I desire, Mr. Chairman, to call the attention of the gentlemen here to the meeting this afternoon, which will probably not be as large as some of the meetings we have been holding, owing to the fact that Machinery Hall is now open to attract people there; but it will be important, in the nature and character of the business, to be here, as the question box is opened this afternoon. Mr. Cannon, the Secretary, has a box full of questions that have

WILLARD G. ROUSE.

The Retiring President of the Atlantic States Association.

been handed to him by the people of the Convention. There is important business to be taken up this afternoon, and I urge you to be present at that meeting, which will be at 2.30 this afternoon, on the seventh floor of the hotel.

The President: Is there any other business?

The Secretary: All the committees have reported.

Motion made for adjournment.

The President: Before that motion is made, I should like to assure those present, and the Association, that I do not think the New York State Packers are unmindful of the honor you have con-

H. P. CANNON,

Re-Elected Secretary-Treasurer of the Atlantic States Association.

ferred upon them by selecting one of their number as President for the ensuing year. It was only with the assurances of the retiring President, that the one you now select thought of accepting the position, that he would assist him in every way to make all the meetings a success, as well as to see that the interests of the Association were advanced. And I will take this opportunity of thanking him for his courtesy in this matter, and I assure him that we will call upon him frequently, and I hope he will not be backward about giving us his advice.

Motion made to adjourn *sine die*. Motion carried.

2nd Annual Meeting of the National Canned Goods and Dried Fruit Brokers' Association,

Columbus, Ohio, February 7-10, 1905.

Wednesday Morning Session.

The meeting was called to order by President Meehan at 11.30

Mr. Meehan: We were requested to delay the meeting for some of the brokers who had engagements with packers with whom they are transacting business, and we thought it no more than fair to wait for them awhile. We will now open the meeting by calling the roll and perhaps by that time they will get through with business

The Secretary then called the roll.

The Secreeary then called the roll.

Mr. Meehan: There were a great number of applicants in reply to the last special letter sent out by the Secretary to different brokers. Those names will have to go before the Membership Committee and be acted upon in the regular way. If there are any here who have not made application would be glad to have them do so.

Mr. Meehan: This is but a preliminary meeting and our regular meeting will be held to-morrow at 10.30 A. M. when regular business will be transacted.

It is required by the By-Laws that the Board of Directors appoint a committee of five on nominations for the ensuing year.

Thereupon, the President appointed the following to report at the regular meeting Thursday morning.

E. Clay Shriner, Baltimore; T. J. O'Byrne, Chicago; Wm. Kemmler, Jr., Pittsburg; A. L. North, New York, and H. C. Gilbert, St. Louis.

Mr. Meehan: There is a lunch to be given Thursday at 12 o'clock at Schenck's Hall by the Brokers' Association. The Hall is just across from the Hotel and all are cordially invited to attend. There will be a speech by Mr. Frost, of Chicago, a broker of most interesting address, and it will be a pleasure to hear him.

As the directors have a lot of detail work to do the meeting is now adjourned.

Thursday Morning Session.

Meeting called to order by the President at 10.30.

Mr. Meehan: In view of the fact that the Brokers' Association is to give a lunch at 12 o'clock at Schenk's Hall to which the visiting members of the various Associations have been invited, it will be necessary for us to proceed regardless of the number present. The Brokers have all been notified that we are up here doing business. When you go down, gentlemen, let me ask each of you when you meet your friends or acquaintances, to remind them of the Lunch because at that time we are going to have an address. The second principal address of the meeting, by Mr. Walter A. Frost, of Chicago, subject, "The Broker." I am sure this address will be interesting to one and all of our members.

I will now ask those who are present, but were not yesterday, to announce their presence to the Secretary so that he may check them off as being in attendance. Nearly all of the members were here yesterday, but I notice some in the hall who did not announce their presence to the Secretary. I will again ask you to announce your names to the Secretary, who will check you off as being in attendance.

The next thing in order will be the reading of the minutes of the last meeting.

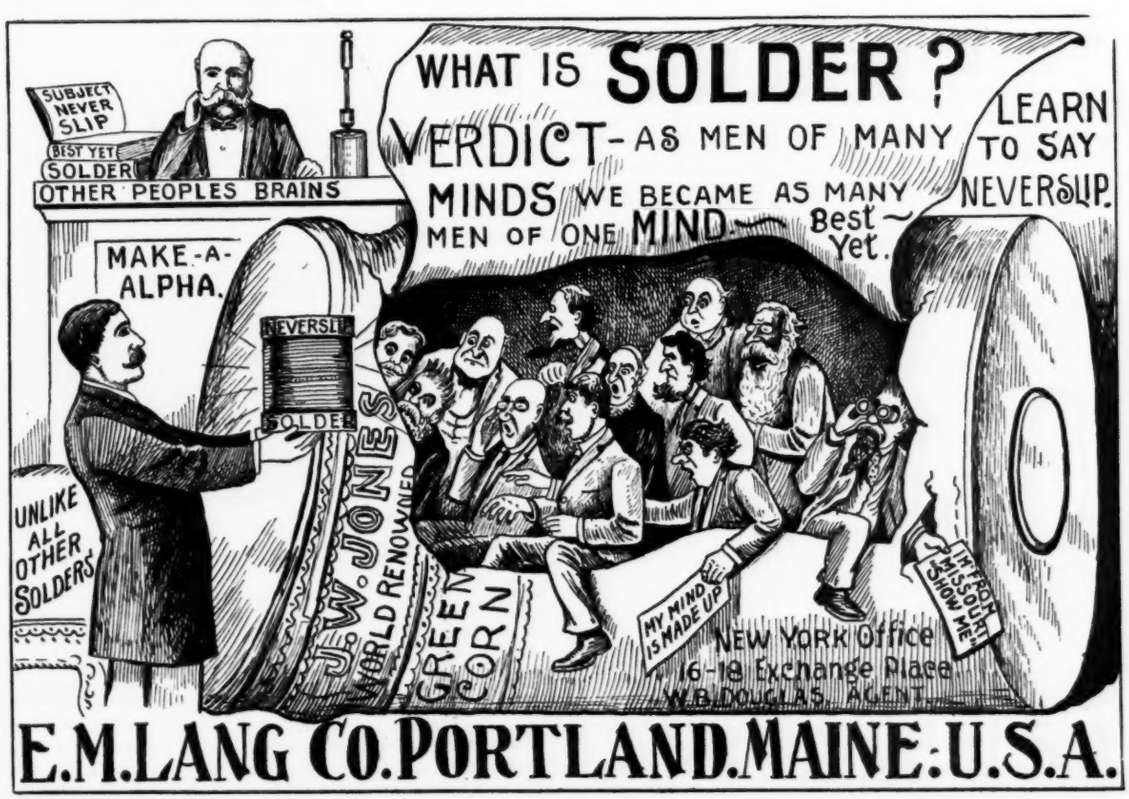
Secretary Fred Dutton: Do you desire me to go into detail with these minutes. They are quite lengthy.

President Meehan: I would suggest that you read a portion of the minutes and then some one can make a motion that the minutes be accepted as read and thus dispense with the further reading of the minutes.

Secretary Dutton then read a portion of the minutes of the last meeting. It was then moved by Mr. Dugdale, seconded and carried that the further reading of the minutes be dispensed with and the minutes as recorded stand as the approved meeting of the Association for the last meeting.

President Meehan: Gentlemen, instead of reading you the annual report I will briefly review what your Association had done during the time of its existence. The organization, as you will remember, was formed with a small membership and now have quite a number on our roll. Our Secretary will give you the details of it from his report. Since then we have taken up various subjects. Have been asked since I have been here by two valued members what we have done—what accomplished. One of the gentlemen had the temerity to tell me that it was an Association without a policy and without a purpose. After five minutes talk with him he told me he was sorry he had made that remark and begged it might be considered withdrawn. I will tell you gentlemen what some of the most important matters we are trying to accomplish and some of the objects in being together as Brokers of the country in a National Association of this character.

One of the objects and purposes has been to extend personal


WHAT IS SOLDER?
LEARN TO SAY NEVERSLIP.
VERDICT- AS MEN OF MANY MINDS WE BECAME AS MANY MEN OF ONE MIND.
Best Yet.
SUBJECT NEVER SLIP
BEST YET SOLDER
OTHER PEOPLES BRAINS
MAKE-A-ALPHA.
NEVERSLIP SOLDER
J.W. JONES WORLD RENOWNED GREEN CORN
UNLIKE ALL OTHER SOLDERS
MY MIND IS MADE UP
I'M FROM MISSOURI SHOW ME!
New York Office
16-18 Exchange Place
W.B. DOUGLAS AGENT
E.M.LANG CO. PORTLAND. MAINE: U.S.A.

acquaintance and friendship among members from all sections of the country. You have plenty of evidence of that at this meeting as well as at previous meetings. So that much has been accomplished, to begin with. The question of adopting uniformity in granting contracts for various articles is now a very large and important subject. It has not yet been fully matured. When it is we will submit it to you in print for your consideration and advice.

In the matter of express charges, a very important one, and those who read the morning papers have noticed Mr. Post, of Battle Creek, Mich., President of "Postum Cereal" and other food products, has been in Washington and presented petitions to the U. S. Senate

THOS. J. MEEHAN.

Retiring President of the Brokers' Association.

setting forth his position in regard to the reduction of express charges and urging the passing of a bill now pending in the U. S. Senate, which it is alleged Senator Platt has smothered because of his interest in the matter. The bill before the Senate Committee has some cognizance taken of it. Especially in regard to packages that are carried representing the goods manufactured or to be manufactured. The samples for instance which you receive from manufacturers all over the country, most of which are prepaid by the manufacturer or by the Broker who sends them, and for which the express companies now charge heavily, we will readily admit. It is to be hoped we will make some compromise with the express companies. If we can accomplish that we certainly have accomplished something of benefit to every member of our organization.

There are other matters not so important as this which I could mention, but as the time is limited it will not be necessary for me to go into detail. The correspondence is here if any one would like to see it. It is open to all our members of the Association with the understanding it is to remain the property of our own members and not for the knowledge and information of any one else who has not given us any help in the matter. Other Associations have said in reference to these matters: "Oh, we have tried them and we have failed; you cannot do anything with them so you better drop it." It is only by trying that we accomplish something.

If there is nothing further in the way of discussions or any questions for discussion we will hear the report of the Secretary.

Mr. F. L. Dutton then read the following report:

Temporary organiation was effected during the week of February 7-13, 1904, at Columbus, Ohio, during the annual Convention of the Canners and Machinery Supply men, by the election of the following officers:

Col. J. M. Paver, of Indianapolis, President.
A. L. North, of New York, First Vice-President.
F. L. Dutton, Secretary.

Thirty-eight brokerage firms were represented at this meeting.

Committee on By-Laws and Constitution composed of A. L. North, W. H. Nichols, T. J. Meehan, R. E. Goodlett, W. C. Pressing, S. C. Tooker, J. J. Halliwell.

Committee on membership applications: E. P. Sills, A. L. North, T. J. Meehan.

It was decided to hold a meeting for permanent organization in Chicago, May 1st and 2nd, 1904. Much interest was manifested from the start in the matter and the majority of the Committee did good work towards increasing the membership, especially so in the territory assigned to W. M. Field and W. A. Frost. The Secretary was instructed to originate and distribute printed matter, the first circular, "Are you interested," going out February 27th to every broker in the country. The second one March 9th and the third being a general call for the Chicago meeting, sent out April 15th.

The gathering in Auditorium Hotel, Chicago, May 1st and 2nd, to effect permanent organization was largely attended. President Parer called the meeting to order and our work gone over in detail.

Report of Committee on Constitution and By-Laws by A. L. North, Chairman, adopted and published.

Election of officers to serve until our Annual Convention resulted as follows:

President, T. J. Meehan.
First Vice-President, A. L. North.
Second Vice-President, J. K. Armesby.
Third Vice-President, R. E. Goodlett.
Treasurer, H. C. Gilbert.
Secretary, F. L. Dutton.

Directors, W. A. Frost, W. G. Rouse, S. C. Tocker, Alex Wiley, Fred Miller.

At this meeting 45 new members were elected, and on motion of Mr. Frost were made charter members.

We were ably assisted during the formation of our Association by Mr. E. S. Judge, of THE TRADE, Mr. F. N. Barrett, of the *American Grocer*, and Mr. O. L. Deming, of the *Canner and Dried Fruit Packer*, considerable publicity being given, and all were made honorary members of the Association.

The Board of Directors held a meeting the afternoon of May 2d.

Work was at once begun by President Meehan and the Secretary to increase membership through letter-circulars and personal appeals to all brokers of good standing in the United States, and while the increase in membership has not been large at any one time it has been steady, and to-day stands at 225. This large increase is due to the untiring efforts and energy of our President, T. J. Meehan, who, by his letters at various times to the brokers over the country, has aroused an interest in the righting of many wrongs and abuses which the broker recognizes as existing and as a menace to his position in the trade, besides his name has assured many of the skeptical that this was not one of the "get rich quick" propositions, but a permanent organization with a distinct object.

Secretary Dutton: Have nothing further to report. As to the expense made from time to time, Mr. Gilbert will give you that in his report.

President Meehan: We will next hear the Treasurer's report.

H. C. Gilbert then read the following report:

Mr. President and Gentlemen: The treasurer's report is not a very lengthy affair. The receipts to February 6th, 1905, from May 1st, 1904, have been $1128.25. The disbursements, which consist of bills for printing, postage, stenographer's fees, etc., amounted to $647.82 leaving a balance in the bank of $480.42.

F. L. DUTTON,

Retiring Secretary of the Brokers' Association.

Secretary Dutton: I want to say that we have here 30 applicants which have been acted upon putting our membership up to 255 in the brief year of its existence, and adding $150 to the balance in the bank at the present time.

Mr. Gordon: Mr. President, I would make the motion that this report be accepted and placed upon the minutes.

Mr. Dutton: I would like to add that the reason I have not made a detailed report was because my business has changed so that my time has been fully engaged, and time given to these matters had to be carried on at night.

The motion of Mr. Gordon's to accept and adopt the reports of the Secretary and Treasurer, was seconded and unanimously carried.

Mr. Walter A. Frost: Mr. Chairman, I think it is customary in matters of this kind, for the good of the Treasurer himself, to have an auditing committee appointed to go over his reports. As this is the first annual report of the treasurer I would move that the Association extend a vote of confidence in Mr. Gilbert by dispensing with the usual auditing committee and that as a body we constitute ourselves an auditing committee by adopting his report as all right.

The above motion was seconded and carried.

Mr. Gilbert: Permit me to thank you, gentlemen, for the confidence which you have shown your Treasurer.

Mr. A. L. North: Mr. Chairman and Gentlemen, I think it is right at this time to take advantage of the opportunity to extend a vote of thanks to our retiring President and also Secretary. As they have put in such strenuous work the past year in order to organize our Association, think the very least compliment we can extend them would be to elect them honorary members of the Association, and I hereby offer you that resolution.

The above resolution was seconded and adopted.

President Meehan: For myself, gentlemen, I feel highly honored for the compliment you have extended me and wish to assure you I will take the same interest in your organization I have in the past. I think I am to be retained on the directorate, and act as one of the committee, to which I have consented.

Secretary Dutton: Gentlemen, I trust you will accept President Meehan's speech as coming from myself as well. I thank you.

Mr. Frost: At the request of Mr. Sisk of Maryland I move that the Secretary read the list of new applicants he has. There has been considerable criticism brought upon me as chairman of the membership committee on some of the names passed through. We have examined as carefully as we could into each man who puts his name in here as applicant for membership. If people in his own market will not assist us in doing it how can the committee be expected to know all about the character and reputation of each applicant. We do not even get the chance of putting the applicant's name before the Association as a body and getting their evidence in deciding the matter. I think Mr. Sisk's suggestion is a good one and the Secretary ought to read those names and if there are any objections to admission into the Association of any of the applicants by anybody in this room, the way is open to stop them from becoming members.

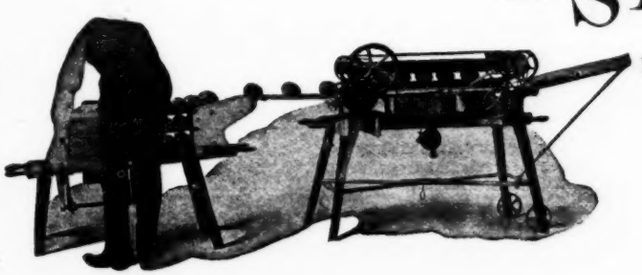
Mr. L. Loy: Mr. Chairman, in the Sugar Brokers' Association the names presented for members'.p are presented to an executive committee and then those names are sent to all the Brokers throughout the country and if any man has any objection to any individual name he is requested to state his objection in writing. If a name was mentioned here that was objectionable to any of us, I doubt whether any member would care to state publicly what his objections are. He would prefer to do it privately. I think if you have not adopted the plan formed by the Sugar Brokers, you should do so.

Mr. Field: I wish to endorse the suggestion made by Mr. Loy, because frequently when inquiries are made to us in reference to Brokers in our section, it may be that while the Broker has been in business right near us we do not know as much about him in San Francisco as some Broker may know about him who is located in New York, and with whom he has dealings. We may be right next door to them and not know them, whereas some broker in New York or Boston may know all about them. While it may take a little time to refer these names to every member, still it will only require 10 days, and I think the organization should do it. I think the suggestion a good one and the names should be submitted to every member of the Association, whether they come from the North, South, East or West.

Mr. Dutton: I would like to say this much in regard to that. You know this work has been done at odd times and it requires considerable detail work and extra time on the part of the Secretary, to take up the standing of each applicant with every member of the organization. There is no doubt, it is a good plan and should be pursued, but in the building up of this organization we had to act in ways that we thought were expedient and quick, and while in many instances we have written to brokers in different sections of the country, as Mr. Field suggested, there are others to whom I have not written simply for want of time. You must remember in sending out circular letters soliciting membership, we had to solicit from every broker whom we though reliable, because we consider them all that until they are proven otherwise. It is our intention when we become strong enough to print the list of names for membership and have all members consider applicants thoroughly and carefully. If we have people in here who are objectionable there is always a way to get at it. If not at the time, at a later time.

Mr. Loy: I think every member of this association has the right to know who these names are and think we ought to have a resolution in some way, shape or form whereby every person who applies for admission should be known to every other member. I mean this, every individual member of the Association should be advised of the name of the applicant before his application is passed upon, so if a member wishes to raise objections he may do so. I think the plan adopted by the Sugar Brokers would be a good one. When application

KNAPP Labelers and Boxers are **STANDARD** throughout the World.



Indianapolis, Ind., Dec. 16, 1904.

Fred H. Knapp Co., Chicago.

Gentlemen:—Replying to yours of the 13th inst., we are constantly using several of your Labeling Machines and Boxers, and are pleased to say that the results are entirely satisfactory.

Yours truly,

VAN CAMP PACKING CO.

Hamilton, Ont., Dec. 15, 1904.

The Fred H. Knapp Co., Chicago.

Dear Sirs:—Re Labeling Machines. We are now operating 29 factories, and we have from one to two of your Machines in each factory, and are very much pleased with them, especially the ones you turned out last year, which have had some improvements made on them, and we think them almost perfect. We would gladly recommend these to any one requiring Labeling Machines.

Yours truly,

CANADIAN CANNERS LIMITED,

D. Marshall, Gen'l Mgr.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE CHICAGO.

for membership comes in, his name is spread broadcast over the country. Every singe broker knows who that man is and if he has any private grievance affecting the standing of the applicant he can make it known by private letter.

Mr. Dutton: Mr. Loy's remarks are certainly well founded. His ideas are good and they should be carried out, but you must remember it requires a great deal of time and attention on the part of the Secretary, and you would have a Secretary who could dovote his time and attention to it. Undoubtedly the Sugar Brokers have a Secretary who receives a salary for the work he does. Now with the organization established and started a method like this can be followed up closely and advantageously, but as I stated a while ago, I made a change in my business shortly after I was elected to the Secretaryship of this Association, and I have placed my resignation in the hands of the directors because I feel I am not competent to perform this work as it should be done.

J. L. FLANNERY, Jr.

Newly Elected Secretary of the Brokers' Association

W. E. Robinson: I do not think this gentleman's remarks were with the intention of criticising anything that has been done in the past.

Mr. Loy: They certainly were not intended in the way of a criticism at all, but were simply a suggestion on my part looking to th establishment of a better method of considering applications.

Mr. Dutton: I understood the remarks of Mr. Loy were not in the way of a criticism, but I was simply explaining why I could not follow some of the suggestions from the start. I wanted to do that but could not. Most of the work has been done at night and at the expense of my own private business.

Mr. Robinson: I fully appreciate the gentleman's remarks and think the suggestion of Mr. Loy a good one. As has been said it would add a great deal of interest among the individual members to have them forwarded the name and address of each applicant. I do not think the work of doing it would be so great, and I think the Association is amply able to appropriate a sum sufficient to compensate the Secretary for doing it. I think it is a splendid idea and while I am not assuming there are going to be a great many objectionable applicants, at the same time no organization can afford to have on its list of membership men whose character and reputation are not of the best.

Mr. Frost: Mr. Chairman, we are wasting a lot of time it seems to me. As the present chairman of the membership committee I make a motion to bring the matter before the convention that hereafter at stated intervals, say 30, 60 or 90 days, that the names and addresses of all applicatnts for membership shall be sumbitted to each member of the organization, by the Secretary, before their applications are passed upon by the membership committee and if reports are not received within 15 days they shall be considered all right for membership in the Association.

The above motion was seconded and passed.

Mr. Dutton: Do you wish these applications read?

Mr. Meehan: The request has been made to read them.

Mr. Dutton then read the names and addresses of the 30 applicants.

Mr. Meehan: On the subject of Brokers who are jobbers, it would help your association and your officers who have charge of that work, if the members who are familiar with any such an organization would send in the names of them and details and particulars they can give for the guidance of the membership committee of our Association.

Mr. Loy: I think it is the sense of the Association that we are not to take in any members who are jobbers.

Mr. Meehan: That has been definitely stated in the letters and circulars sent out.

We will now proceed to the election of officers, and it is necessary to appoint inspectors of election in accordance with our by-laws ad I hereby appoint Mr. Woodward of Pittsburg and Mr. Robinson of Bel Air to act as inspectors.

The following report was made by the committee on nominations:

Mr. President and gentlemen, am pleased to advise you that we have covered the ground very carefully and have selected the following gentlemen as your officers for the ensuing year:

President—Walter A. Frost, Chicago.
Vice-President—S. C. Tooker, Minneapolis.
Second Vice-President—E. Clay Shriner, Baltimore.
Third Vice-President—Walter Field, San Francisco.
Secretary—J. L. Flannery, Chicago.
Treasurer—H. C. Gilbert, St. Louis.

Board of directors—This. J. Meehan, Baltimore; A. L. North, New York; E. P. Sills, Chicago; W. H. Rouse, Baltimore; Harry Curtain, Omaha.

Mr. Meehan: Gentlemen, you have heard the report of the nominating committee. Further nominations are in order if any one desires to make any further nominations. If there are no further nominations we will declare it closed.

Mr. Clemmer: I move that the Secretary cast the ballot of the Association for the entire ticket.

The motion was duly seconded and carried.

Mr. Dutton: I gives me pleasure to cast one ballot in behalf of the Association for the election of the officers whose names have just been read in accordance with the instructions of the delegates here represented.

Mr. Meehan: While I think of it, Mr. Ainsworth, manager of the telephone lines, has extended to us courtesies which should be recognized by our Association.

Mr. Gordon: I move that we extend to Mr. Ainsworth and also manager of the Western Union Telegraph Company a vote of thanks for the courtesies so kindly extended us by them and that the Secretary be instructed to forward it.

Motion seconded and passed.

Mr. Meehan: I gives me pleasure to invite the newly elected President to the chair. Mr. Frost will please come forward.

Walter A. Frost: Gentlemen, I suppose it is up to the new President to make a few remarks on an occasion of this kind.

First I want to state that it was the undivided wish of the retiring board that Mr. Meehan should be retained for another year, but owing to personal reasons he declined to do so.

Any man would be proud to be elected to an organization of

L. LOY.

Prominent Brokers of Columbus, L. Loy & Co.

Brokers, from all over the country, as represented on our list. I wish to do all I can for the good of the Association and hope all members will give me all the assistance they can by bringing matters before me of importance to the organization.

Will Mr. Flannery, the newly elected Secretary come forward?

Mr. Frost then read three letters handed him by the Secretary from Mayor D. P. Jones, W. J. Nye and Louis M. Parks of Minneapolis requesting that the Convention be held in their city the following year.

Mr. Clemmer: I move we adjourn.

The motion was seconded and the meeting adjourned to meet in February, 1906, at the place selected by the Canners' Association.

21st Annual Meeting of the Western Canned Goods Association.

Columbus, Ohio, February 7-10, 1905.

Wednesday Morning Session.

The meeting was called to order by President Fraser at 11.00 o'clock, there being a very good attendance present. It was moved and seconded that the reading of the minutes of the previous meeting be dispensed with, and it was so ordered.

Secretary Whitmer read the roll call, each member responding as called. This matter being disposed of, the next thing in order was the President's annual address, and Dr. Fraser responded, after first directing the attention of all present to the subjects he would submit to them for consideration and urging them to take up the matters in a whole hearted, earnest way, pointing out the necessity of some action, and the value to be gained by doing so. He said:

PRESIDENT FRASER'S ADDRESS.

From a time to which the memory of man runneth not back there has been a by-law of this association which, while unwritten, yet notwithstanding has been as inexorable as that of any of the Medes and Persians, providing for the President to prepare and deliver an address at each annual conclave; and that in this address he shall recite the historic incidents of the past year in the canning industry. Practically all of the members of this Association are engaged in packing in sealed cans, tomatoes, corn or peas, and conditions governing or existing in the one do not always exist or govern in the other; yet it may be said, as a general proposition, that all three depend upon like elements for success or failure. We are all fully aware of the fact that the production as well as the consumption of canned vegetables is increasing at an amazing rate. What that rate is, cannot be ascertained with certainty until the present conditions for reasons which I will mention later on. But, approximately, we know that the production has been, during the last few years, greater than that of consumption, and it is an axiom requiring no demonstration that in a short time either an export market or a lessened production will be a necessity unless the consumption can be stimulated to an increased growth, and this new growth carefully fostered by the packers. What therefore, is necessary to produce an increased consumption of canned vegetables. I think I can safely say without fear of contradiction, that the consumer must be convinced beyond any question that goods put up in hermetically sealed cans, particularly when an opaque metal is used instead of glass for the container, I say the first thing, ranking above all else is, that the consumer must be perfectly sure that the contents of the can are of good quality and contain no ingredient which is injurious to health.

The question of adulteration has been much discussed during the past two years. But it seems necessary that I touch upon this point, as from a packer's point of view I want to emphasize the fact that the reason there has been so much difficulty and misunderstanding of late years between the packers and the chemists associated with the Pure Food Commissions, has been the confusion existing as to what constitutes an adulterant. I insist that the packer must know first, last and all the time, what chemicals are pure and what are impure; and it will not be sufficient to have only the individual opinion of any one, two or half a dozen chemists, but let the profession agree; or if this is not feasible, have a national commission determine beyond question what substances, which, when introduced into a can will be injurious to the health of the consumer, and consequently constitute an adulterant. With this point settled and a light to guide him, it will be up to the packer to see that no substance to color, sweeten or preserve be used that comes within the proscribed list, for, beyond the question of a violation of a law of the land and consequent danger of financial loss through litigation or condemned goods, lies the great moral question of the right of any man to imperil, even in the least degree, the health or lives of others, and as I stated in opening this subject, if the public are convinced that the goods are pure, the consumption will be increased manifold. There is a question but that the greater number, if not all packers, do not intentionally put preservatives, or coloring, or anything else of a deleterious nature in their goods at all, and those who have done so had no intention of deceiving, much less harming the consumer; as, for instance, take the question of saccharin.

This substance has, I am convinced, been used quite largely in the past as a sweetener instead of sugar, but no one had even the slightest idea that it was harmful; on the contrary, medical authority has been quoted to prove that was actually beneficial. Now, if saccharin actually is harmful in one state and harmless in another, but that it is determined all over the land that it is injurious, or even if it is not so considered by all, if those to whom it has been

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Spriceland, Ind., Jan. 2, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

Yours of December 12, 1904, received. The fact that we have placed our order for 1905 cans with your Mr. Dugdale is the greatest evidence that we were pleased with the cans you furnished during the season of 1904. However we might add that from the half million and over cans received, we had the fewest leaks that we have ever had from like number of cans. They were certainly a fine lot of cans.

Wishing you a prosperous year, we remain,

Yours truly, CITIZENS CANNING CO.,
By Edwin Hall, Sec'y.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

allotted to decide these questions, conclude that it is, then no matter what you opinion or mine may be, it is the packer's duty to abide by the law, as there must be some authority to decide what is impure, and when this decision is made, the only way to hold the confidence of the public is to put out food products that are pure in the judgment of the law makers, who as representatives of the people, are the people, and who will buy and eat, having confidence that the can contains only what is pure and wholesome.

As packers, however, we look for fair and just treatment on the part of the Pure Food Commissions. No man, or set of men, has any right to brand our goods as being adutlerated unless there is no possible doubt, not only that the adulterant is present in the can, but

DR. A. C. FRASER.

Re-elected President of the Western Association.

that it was placed there by the packer or his agents, and in determining this point the packer has a right to be heard if he desires to be. The arbitrary manner in which reports are sometimes sent out, placing a stigma on a brand of goods that the packer has spent years of time as well as much money in bringing to the notice of the people in which the greatest care has been taken in preparing and which is sold with the firm belief that it is absolutely pure, I say the branding publicly of these goods as impure and adulterated, because there has developed spontaneously a chemical which is sometimes used as a preservative, is highly unjust and unfair. That this spontaneous generation does take place, we have the evidence of some of the best chemists in the land; in any case, the packer ought to be considered honest until he has been proven otherwise, and ought in all fairness to have the right to be heard before his reputation is blasted. It is always within the range of the possible that the chemist might have made an error himself, and if so, he ought to be willing to correct it before the report is sent out, as afterwards when the people have read in a bulletin coming from their own Food Commissioners that your brand of goods is impure, you may talk till doomsday and you will not convince them to the contrary. But in order to increase consumption canned goods must be, not only pure but of good quality, as the two terms are not by any means synonymous. I think the greatest drawback the canning industry has to contend against is the packing of goods of poor quality either intentionally or otherwise. It not only does not pay to pack poor goods, but it hurts more than any other thing, and not only does it hurt the individual packer putting up these goods, but it hurts all more or less, as it leads the consumer to the idea that all canned goods are poor and the demand becomes less and less; on the other hand, every can of goods of good quality sold increases the demand for more of the same kind. The surplus of canned goods held in our warehouses waiting a market is not made up of the finer grades, it is always the poorer quality of everything.

Another question of the greatest importance to the canner is that of knowing exactly, or as nearly as possible, what the production of canned goods of the kind he packs amounts to each year in the total, and relatively, how the consumption keeps pace with the production. Mr. Fraser urged greater attention to the gathering of statistical information by each packer, not only in the West, but in all the land, and urged to send a reliable and accurate report once a month to some central point, to be incorporated in one, and send to every packer reporting.

The question of a proper and fair contract between packer and jobber will probably be discussed a great deal during this convention, and we should, at all times, remember that there is something more for both buyer and seller than the written part of the contract; in fact, the desire to be fair is of greater importance often than the hard and fast clauses of our contract, and while our friends, the brokers, may be able to decide upon the question of what would be a good form yet, after all, gentlemen, it is a matter of contract between you and the man whom you expect to pay for your goods, and who expects you to deliver him just what he bought; so the decision as to what is a proper and good form should be decided ultimately by the parties who expect to make good.

One very important subject is always to the front in this question of contract and that is, *"What constitutes a fulfillment'* and *"Who is to decide when the buyer and seller disagree."* When the crucial time comes each looks on the same facts from a different point of view, and while it is possible that both want to be fair, one or the other, or even both, may possibly be looking for a loophole of escape from a contract which became unprofitable after it was signed. There is no doubt but that occasions will arise when it is an absolute necessity to have a fair unprejudiced mind with power to decide what would be a just settlement for both. Hence, it would be wise for all concerned to have a clause providing that in case of dispute an arbitrator or arbitrators should be provided and the decision of these arbitrators be binding on both parties concerned.

A motion was made and carried that the Association extend its thanks to its President for the interesting and instructive address.

The report of the Secretary was then in order, and Secretary Ira S. Whitmer read same as follows:

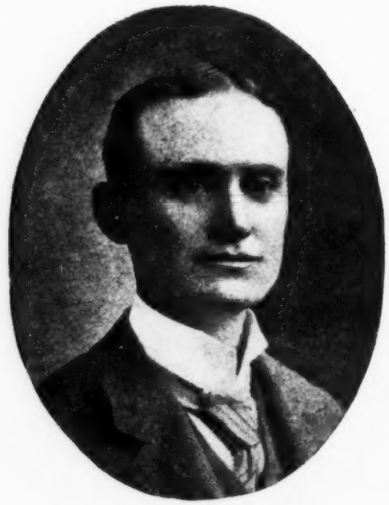
Mr. President and Gentlemen:—

As Treasurer of the Western Packers Canned Goods Association I beg to report as follows:

Balance on hand February 5, 1904	$139.48
Membership dues received	630.00
Total receipts	$769.48
Total Disbursements	641.02
Balance on hand February 1, 1905	$128.46

As Secretary of the Association I am pleased to report that in regard to the matter of securing reports from the Canners in the States included in our Association, there has been a great improvement in the past year over previous years.

If our active membership was made up only of those Canners who reported the amount of their packs and goods unsold to the Secretary, we would have a membership covering 249 factories. Our By-Laws state that an active member of the Association is one who pays his annual dues of $10.00 and reports regularly to the Secretary of the Association in regard to his pack of goods and stocks unsold. On this basis the Association has 65 active members. To enable the Executive Committee to carry forward general work of the Association to the advantage of all Canners in our Territory, we should have payment of annual dues in the future from all of the



IRA S. WHITMER.

Re-elected Secretary-Treasurer of the Western Association.

249 factories or more who have reported their packs during the past year.

The condensed report that was published February first shows that the pack of sugar corn in our Association Territory during 1904 was nearly twice as large as the pack of 1903; the pack of peas in 1904 was about 15 per cent greater than in 1903; the pack of tomatoes was about 33 per cent greater than 1903; the pack of string beans was practically the same as in 1903; and the pack of pumpkin was less than 50 per cent of the pack of 1903.

Of the products in our line packed in the whole United States, a much large proportion of the total of sugar corn is put up in our Association than any of the other canned vegetables included in our

reports. More than one-half of all the corn canned in the United States in 1904 was put up by packers in the States included in our Association in 1903. Our Association packed three-fourths of the corn of the United States. A somewhat larger proportion of the 1904 pack of corn, peas and tomatoes is unsold to-day than the stocks reported as being unsold at this time a year ago of the pack of 1903. The pack and stock unsold of string beans is practically the same as the reports one year ago. The spot stock of canned pumpkin is much the smallest stock unsold that has been reported for a number of years.

We hope that the owners of the 249 factories who reported to the Secretary during 1904 will not only continue to make accurate reports month after month, but will see the advantage to themselves of becoming full active members of the Association by paying their annual dues regularly and thus furthering the work of the Association. Every Canner recognizes the value of correct statistics and should realize that to further increase the value of the reports, each one should bear his part of the expense of this work and other work that may be properly arranger for by the Executive Committee.

Respectfully sumbitted,

IRA S. WITMER, Secretary-Treasurer.

The Chairman then called upon the various committees as to any reports which they might have to make, but neither the Executive nor the Arbitration Committee had anything special to report.

On motion the meeting then adjourned until Thursday at 10.30 A. M.

Thursday Morning Session.

The meeting was called to order by the President, Dr. A. C. Fraser, who said:

Gentlemen of the Association: The first order of business this morning will be the election of officers for the ensuing year.

Before proceeding to the elction of officers I desire to say I was elected president of this association two years ago and accepted the position in good faith. I have worked to the extent of my ability for the past two years to advance the interests of this Association and I feel that two years' service is all that this Association ought to ask of any one of us members. The association covers a very large territory. There are a number of states included, and for many reasons I think the President ought to come from different states in succession. No one President should have the presidency more than one term.

I know at the last election I felt some squeamishness about the way I was re-elected. It was left to a nominating committee and I think the election to an office ought not to go to the Association until the Association had a chance to act on the report.

I suggest that the election be held in a way that every member can vote for whom he pleases. It can only be done by each individual voting his own individual ballot.

Mr. Trego: The suggestion is made that the matter be left to a vote of the convention. I don't know whether, if he were the choice of the Convention, he would decline it.

We all realize that a man who has been in the position is a great deal more competent to handle the business of the Convention than a new man. I agree with what Mr. Fraser has said and I move that the officers be elected by a vote of the members present, rather than by a nominating committee.

The motion was seconded and carried.

The President: In saying what I have I am very much in earnest and prefer not to be re-elected President of the Association. While I appreciate the honor of being re-elected two years in succession, I don't wont to be re-elected.

If there is no one this morning willing to accept the position for the year, I would accept it for another year by the unanimous ballot of the association with the understanding that I won't consent to be re-elected and the Association will have ample notice to that effect now. I would accept it on a unanimous ballot by reason of the fact that the Convention would be at sea, not having considered any other name and no other person perhaps being willing without a moment's notice to accept the position for the next year.

The motion of Mr. Trego is that we proceed to the election of officers by ballot of each member of the association.

The motion was carried unanimously.

A Member: In order to get this before the house, I move that the Secretary be instructed to cast the ballot of the association for Mr. Fraser as President for next year.

The motion was seconded and carried.

The President: That is not my interpretation of the by-law.

A Member: I appreciate the position of the Chairman and I would suggest in your motion that they indicate this vote by a rising vote.

The President: My idea of a ballot is a secret ballot—a man puts his name on a ballot and no one knows how he votes. It is embarrassing to a man to object to any friend.

The motion was carried unanimously, and the secretary cast the ballot of the Association accordingly.

The President: We will now proceed to the election of Secretary and Treasurer. The by-laws provide they shall be one person. Shall we proceed by a ballot?

Mr. Trego: I move we proceed to the election of Secretary and Treasurer by ballot.

THE

NEWEST TIME DEVICE FOR PROCESSING

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John T. Staff, Jr.

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NO MORE OVERCOOKING.

NO MORE ERRORS.

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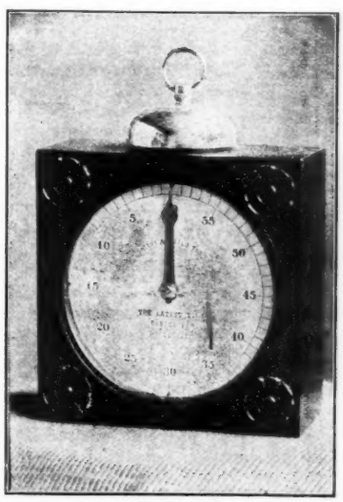

The Newest Time Device.

The following Prominent Packers placed orders at the Convention:

H. P. CANNON, Bridgeville, Del.; VAN CAMP PACKING CO., Indianapolis, Ind.; D. WINEBRENNER CO., Hanover, Pa.; W. G. ROUSE, Bel Air, Md.; AYLMER CANNING CO., Aylmer, Canada; COBB PRESERVING CO., Fairport, N. Y.

The motion was seconded and carried.

The President: I will appoint Mr. Frank Stare and L. J. Risser tellers.

The Secretary: Before you take the ballot or the Secretary be nominated, I would like to suggest you elect some one else for the coming year. The work is growing year by year and the work interferes with by regular business and if the Association would elect some other member I would appreciate it very much. I would like to have several nominations made before a ballot is taken so it can be voted on.

The President: The first ballot will be an informal ballot which will take the place of nominations.

The first ballot will be taken for the election of Vice-President. I made a mistake in saying the Secretary and Treasurer would be the next officer elected.

Before the ballots are taken I think it would be just to say that no one factory should have more than one vote, because there may be two or three dieffrent gentlemen here who are coming from the same factory and I think no one factory should have more than one vote in the Association.

Mr. Stare: It appears to me that we are getting away from the idea of a secret ballot if we are compelled to put the factory name on the ballot. I suggest the Secretary call the roll to determine how many factories are entitled to vote here and we can check the thing up.

The question was put to a vote and carried unanimously.

The secretary then called the roll accordingly.

Mr. Stare: I move the Secretary be instructed to cast the ballot of the Association for Mr. L. A. Sears for Vice-President for the ensung year.

The motion was seconded and carried unanimously.

The President: The first ballot that will be taken will be an informal or nominating ballot on Secretary and Treasurer.

The tellers then announced the result of the ballot as follows: 34 votes were cast. Mr. Whitmer received 18 votes, Mr. Deming 14, Mr. Wiley 1 and Mr. Polk 1.

The President: We will now proceed to the formal ballot for the election of Secretary and Treasurer.

The tellers reported the result of the ballot as follows: Total vote cast, 33. Mr. Whitmer received 17 votes and Mr. Deming 16 votes. (Applause.)

The President: Mr. Whitmer is elected Secretary and Treasurer of this Association for the ensuing year.

The next thing in order will be the election of the committees, executive committee and the committee on arbitration. Shall we proceed by ballot to the election of these committees?

Mr. Miller: I move the rules be suspended and the Secretary be instructed to cast the ballot of the Association.

Motion seconded.

Mr. Polk: I don't believe we had better proceed on that basis, because there should be, especially on the arbitration committee, a little change. A little change in both committees is necessary. I prefer to withdraw entirely. I believe a new deal with a new committee would be a good thing. At least change them around and shuffle them.

The President: If there is no objection to that action, we will proceed to an election by ballot.

Mr. Risser: I move we dispense with the arbitration committee.

The President: The constitution and by-laws provide for this committee.

Mr. Polk: What sized vote is required to amend the by-laws.

The President: I think a two-thirds vote. I don't know that we can do it at this meeting. I think the members all not having been notified the by-laws are to be altered, I don't know that we could amend them.

Mr. Polk: I withdraw all objection to a vote by the Secretary to the executive committee, but not to the arbitration committee.

The President: It is moved and seconded that the Secretary be instructed to cast the vote of the Association for the re-election of the old executive committee.

The motion was carried unanimously.

The President: We now come to the election of the arbitration committee.

Mr. Risser. I have been a member of the Association for fourteen years and have never yet known of the arbitration committee having ever had anything to do. I would like very much if we could abandon that inconsistent condition of things. Either bring something to the arbitration committee or drop the office entirely.

The President: We would have then to amend the by-laws.

Mr. Risser: If anybody has the constitution and can turn to that article I think you will find the by-laws can be amended at any regular meeting by a vote of two-thirds the members present, and I move, therefore, that we amend our by-laws by leaving out this arbitration committee.

The President: Article 5 of the by-laws provides any alterations, additions or amendments shall be made by an affirmative vote of two-thirds of the members present at a regular meeting. We are ready then for an amendment to the by-laws by striking out this matter.

The motion before the house is that the by-laws of this Association be so amended that Article 3 shall read "the committee of this Association shall consist of an executive commitee," leaving out of that article the committee on arbitration.

The motion was carried unanimously.

The President: The next thing on the programme before the house is the place for the next meeting.

I wish to say this with reference to this question, and it comes up every year with reference to the meeting of this association. A large portion of the Association is in favor of a joint meeting and others favor a separate meeting entirely, not having anything to do with the meeting of other Associations here at this time. Some think the joint meeting has an attractive feature in the machinery and supplies exhibition. I would like to have this matter left to the executive committee or else this association should take some action upon this matter so that the question won't be coiling again next year the same that it is this year. I think there ought to be reasons given pro and con. I want to know just what we are doing. If we are to meet in seperate convention, what will we meet for and what are we meeting for at this meeting and what is the Association for, and what are we going to do to derive a benefit to the individual membership. We should know what we are organized for and know how best we can accomplish that purpose and know where we can meet and how we can meet to best solve the problem.

Let us keep in mind we are an association of canners and packers and we are organized for the futhering of the interests of the canners in our territory. We should determine how best we can accomplish that purpose in our annual meeting, what we are going to do when we get there.

If that is a matter to be determined, will it be determined here or left to the executive committee and they determine it. Let us settle that matter this morning if we can. Shall it be left to the executive committee or settled this morning?

Mr. Trego: I move it be left to the executive committee.

The motion is seconded.

Mr. Trego: The executive committee could keep in touch with the members and it seems to be they would be in a better position to say where that shall be than we are here to-day. And personally it seems to me it is the best thing for us to do. It is probable we would not be nearly unanimous in anything as to the selecting of any one place. This executive committee practically decides according to the sense and feelings of the majority of the members of the Association and it seems to me better than to decide it this far in advance of the annual meeting.

Mr. Risser. I believe the members understand that the executive committee heretofore have brought this matter before the members direct so that each factory in the Association has expressed its preference as to where the Convention shall be held and whether the Convention shall be held separately from the associated Conventions or in co-operation with them. This matter has been handled in that way because the executive committee don't feel like taking the responsibility of settling the matter any other way.

We might decide to have our convention held here in Columbus next year or think we had better hold it out at Denver, Colorado, or somewhere else and settle it this morning with a vote. We also could settle very definitely the question of the joint meeting.

I don't think we are particularly called on to-day to say where we will have the convention, as we have left it to the executive committee to say what is best and that gets the views of the entire Association better than any other way.

Mr. Stare: I have been talking to a number of the members and the feeling among them is that this is not a good place to have our Western Association meeting at this time. They feel that the interests of the Western Association can be best served by having a meeting independently and alone. I haven't been satisfied with any meeting of the Western Association. This has been nearer being a Western Association meeting than any meeting we have had in Columbus. Most every one of the members are members of the Brokers' Association or Eastern Association and no matter comes up of vital importance to ourselves as an Association unless every one that attends here is in touch with the work that we are doing.

I like meeting with the Associations here, but think it should come in a different form than with the Western Association. I would like all the members to attend these meetings together, and have the members of the Western Association who are in good standing and have paid their dues, have a meeting independent of other Associations or make all the Associations a national Association and get together.

I heard a member say yesterday he wouldn't make a report every time the secretary called on him but he was willing to make a report once a year. I would make areport every time I was called on by the Secretary for a report or I wouldn't make any. Although we are a little assembly, we should make this association the best one in the United States, better than any state association and of more importance than all other associations together. It should be for western packers. You come here and meet with them and have a love feast and a good time as we have been having, but we are not doing any business. There ought to be a meeting earlier in the season. We should meet and spend our time as we see fit to do.

I am in favor of having the machinery men and the brokers here if you think fit, but I might suggest that we have the Western Association more exclusive.

The President: I think it is our own fault largely that we don't meet more privately when we generally do. We can as well as not. This morning we sent a hint to the other Associations that we wanted to meet by ourselves and have a separate meeting. There is no wish on the part of the membership of the other Associations to come to our private meetings. I think it is our own fault we have not had

a more exclusive meeting. There is no member of the other Associations here I think this morning. If there is, it is by a misunderstanding. If this is not exclusive enough we could have a room by ourselves. Mr. Harmon said if we wanted to have a private meeting he would provide a place for us.

We don't get all the benefits derived from a meeting of the Association.

For a long time I took no active part in the Association for the reason that we meet and pass resolutions or something of the kind, or don't pass resoltions but meet and elect officers and go home.

I want to say this. I had office business come on to me last week because of our book-keeper becoming too seriously sick to take charge of the office work.

I tried to prepare an address, giving everything important, pertaining to the canning interest that should receive the attention of this Association, hoping that some discussion would take place, or some resolution and united action be taken expressing the views of this Association. I read that paper yesterday morning. There wasn't a word said and no discussion and nobody opened his mouth about it. It has been trouble and labor lost.

That is why I am taking the position that this Association is not accomplishing what it ought to for the benefit of its membership. Take that matter of the pure food question, which is one of the most important things before the canning industry at the present time, and we have absolutely done nothing in the joint Association here to put the Association machinery in progress. The meeting this afternoon may adopt some resolutions. They haven't expressed the ideas of this Western Packers' Association. Although, as a representative of that Association I am on this committee there with Mr. Nichols, there hasn't a member of this Association opened his mouth as to what he wanted done about that and the matter hasn't been discussed at all. As to that very important question of the policy of canned goods manufacturers, as to what shall be done, if possible, to regulate the consumption relative to the production of canned goods. We all know, and eevry canner in this convention knows, that you cannot put up quality in such quantity of canned goods there are in the market to-day. The ground won't produce them of proper quality. That question wasn't touched at all.

The question of contracts, we leave that to the broker to regulate our contracts. The brokers don't put up money for the goods nor do they get the goods. They are go-betweens. Why should we leave the matter of contracts to the middle man—a man whose only object is to get the brokerage. The broker takes a higher level. He even takes a higher level than we and regulates these questions to his own satisfaction, often pleasantly and sometimes otherwise, but, as a matter of fact, that is for us to determine, and we ought to determine now. We ought to take some steps to settle the question, but when our goods are rejected, what are we going to do about it. The only good the arbitration committee can do here is to get us out of a good many unpleasant situations.

I am in entire sympathy with what was said, that this Association is not accomplishing what it ought to. I want to say this, if I am going to be President of this Association,I am going to say what I think and I ask pardon if I am saying anything more than I have any right to. If the Association is not going to do anything, I am going to keep hammering as President, and if I don't accomplish anythink I won't occupy this position.

I believe these things are vital to the welfare of the canning industry, not only in the West but throughout the country.

If our Association kept in touch with the trade and kept in touch with the condition and kept up our canned goods in quality, there wouldn't be an overproduction. That is my personal opinion. No one man can dictate a policy to the Association. It must be the policy of the Association itself and it ought to be discussed.

We meet separately as well as in joint convention. We certainly don't accomplish things we ought to accomplish at a separate meeting. We want to get an attendance and membership. As I asked the question before, what would we do at the meeting there unless we do more than we have done at this meeting?

The joint meeting this afternoon will probably adopt some important resolutions and will show where we stand as an Association. As far as the Western Packers' Canned Goods Association is concerned, it won't say anything as an Association because it is a joint meeting.

I owe apologies for speaking as long as I have, but I had to before I sat down.

The motion is that the matter of the time and place of the next meeting shall be left to the executive committee.

Mr. Roach: I listened to Dr. Fraser's remarks with a good deal of interest and want to say there is more in those remarks than perhaps some of you comprehend. This Association does not and has not ever worked together. We talk about an Eastern Association and a Western Association. It is absolutely imperative to have two associations and it is imperative to meet together and get each other's ideas on the question of surplusage of canned goods. There is no need of having any surplus of canned goods. If the Western and Eastern Associations could settle down and cut their coat according to their cloth they could make money and get along.

Mr. Trench: I never saw anything succeed without a leadership and I never saw anything succeed without individualism being put into the leadership of it and the work of it. What is the duty of all, becomes the actual work of nobody. We all recognize that to be a duty but we don't carry it out.

This association I have watched very closely and I have said in my mind several times "it doesn't cut any ice" and I have an opinion in my own mind exactly why. I don't pretend to be very brainy, but I shall give you one line of action and if you will adopt it this afternoon and insist on something coming of it from the men y ou appoint to carry it out, you will have an interesting meeting next year.

I would recommend strongly, as you have dropped out one committee, the arbitration committee, you appoint another small committee of men of ability, whom you know will work, and call that committee the Committee on Purity and the Promotion of Consumption, and insist that those men come up here next year and tell us something about their progress in the interest of the Association along those lines.

Take the whole canned goods industry and it is most remarkable that, without any concerted action to promote consumption, the great American public has implicit confidence in them. It is remarkable it is so. With concerted action we are bound to increase the consumption.

On the question of purity, I would put on that committee an active man—a man who, if he hears some such remark as was made at the last convention about some packer putting two tea-spoons full of corn in a can and call it a can or corn, would find out who was the man who so criticises a large industry, and make him show who it was, and if he does make good, show the packer up who brings that discredit upon the Association and upon the industry. I believe in doing something tangible.

I think a little like Dr. Fraser. I have stayed here forty-five minutes or maybe an hour and there has been a lot of small talk about details and no business being done. It is time wasted. I don't like it for one. If we have not business enough and are not active enough to do tangible work, then make the business of the Association so important that the members will come.

There is another point in my mind. I am told within the last year some canned goods have been sent abroad and it has demonstrated to the people of England and they are convinced that canned goods are all right.

Another point. There has been a lot of claptrap talk of damage to the industry owing to irresponsible people promoting factories. Have you got in your Association one man whose duty it is to know something about those conditions and actually has the time to see about it. You may hear a lot of stuff and insinuation in an intangible way aginst you and against your business. Why? You haven't any one to find out about it. Have a committee that is active and we will have a warm meeting next year.

Let me urge that you work along the lines of definite of definite work. Let us have some leadership and we will have an association.

The President: I don't know that I understand Mr. Trench is putting a motion for another committee.

Mr. Trench: I just put it to you to see if it appealed to you. There are older heads than mine here. I don't believe in a general way, when a thing is gotten up, to spring a vote right off. The men that are interested might talk of it. If you then want to put it in the form of a motion it is well and good.

The President: I think Mr. Trench's remarks are hardly in order. Mr. Trego's motion is that the place of the next Association meeting be left to the executive committee.

Mr. Hughes: I want to say now, for it is about the only time I can say it, that the Commercial Club of Minneapolis has placed upon me the pleasant duty to invite this Association to come to the city of Minneapolis. We will do everything possible to make such a meeting as large as it would be in a more central point.

I leave the matter in that way, having extended our invitation.

The President: The Association appreciates the compliment. It will be a matter for the committee.

The motion of Mr. Trego, that the place of the next Association meeting be left to the executive committee, is carried unanimously.

Mr. Risser. I am in hearty sympathy with everything stated by Mr. Trench. I think I am as much in sympathy as any one present. I have some other matters here this morning besides this meeting. The meeting was announced for 10.30 o'clock and we met here in this room about 11 o'clock, and it is almost 12 o'clock and we have done nothing.

I have had something to do with other meetings besides canners meetings, and one of the things that has been impressed on my mind constantly for years has been if you want to have a meeting of any value, the men controlling it must set a time at which you will adjourn the meeting and adjourn at that time and your will have something to attract the people to it. If you are going to set a meeting for 10.30 o'clock and you don't get there until 11 o'clock, no one knows when you are going to meet, and if you are going to string it along to one or two or three o'clock in the afternoon, no one knows when you are going to quit, and how you are going to get any one to the meeting.

The idea Mr. Trench brought out in reference to having an individual leadership is a line I was on. We packers of Illinois have been feeling this thing ourselves and have almost come to the conclusion that we must draw out of the Canners' Association and we will be compelled to have an Association by ourselves to accomplish something. I don't think that is a good idea, and I don't believe a state Association is the proper thing but we have to do something to protect ourselves.

I feel very much as though we would make a great mistake if

Mr. Trench does not make a motion to have a committee appointed or have a new clause put in our constitution to cover this thing and get down to business and do something at our next annual convention.

Mr. Trego: It seems to me it is for the executive committee to make suggestions and recommendations along these lines suggested by Mr. Trench and bring them here and present them and then we will have something tangible.

Mr. Risser: It is not a pleasant thing to call two or three men to get up in a body like this to talk on what has been their views. We feel more like sitting down and listening to the others without them saying that they want us, as an executive committee, to bring these things before them, but if this meeting calls on us we will see if we can map it out.

Mr. Hohenandel: I have listened to several talks about the quality of our goods, and I think there is another very important question we ought to take up, and that is, when is the proper time to make prices on future goods. It seems to me some of our packers in the West have an idea that October or November is the time to make prices for canned goods, when possibly 50 per cent of us have shipped our goods and the canned goods are really owned by the jobbers.

Consequently we have a right to go out and set a price upon the jobber's goods in the month of October and November by making a price on futures.

I was called out along the Missouri River not over two or three weeks ago. I met several of the largest jobbers in the West. They said, what are you out here for? To set a price we shall sell our canned goods for? I said, "I am here to see what we want to do about the price?" They said, "You are too late. A price was made two months ago. You gave us the prices. You come here and set a price of 70 or 80 cents and then dictate to us and make a price of 65 cents.

It seems to me it is a very important question for this Association to have a rule as to when is the proper time to sell futures. Leave that to your committee appointed to act in these things and it will be a great help to the Association. I think the present low price of corn is due solely to the fact that some of our friends had the idea they could do all the business of the state if they came out early on future prices.

Mr. Trench: Mr. President, I would lige after the suggestion made, to make a motion that a special committee be appointed called the Committee on Purity and Promotion of Consumption, whose efforts will be devoted during the coming year to watching everything and aiding in every way in the line of improving, protecting and defending the purity of our goods and also to devise, explain, recommend and show us what program we ought to follow that will tend to promote the consumption of goods.

If a man comes up here with any suggestions and wants to suggest any lines of action that can be worked out, he wants to show, to recommend how it is to be done. You want to appoint men who know how to try these lines of work and then if the Association gets behind those recommendations we will accomplish something.

The President: Do I understand the motion that the committee shall bring up a report for the next annual meeting and these questions are to be taken up at the next meeting?

Mr. Trench: Not only that, but a standing working committee, to do everything it can during the year, soliciting the co-operation of indiviluals or otherwise in order to lend weight or direct work along that line of promoting consumption, possible, possibly to bring in a definite program. My idea is to have some one busy. Let us get deeper into this. For instance, there has been an agitation on pure food and we have heard a great deal about that and many people are discussing the fact of what has developed, and when that discussion arises here, the Western Association ought to come right out. The trouble is from not having some one whose duty it is to watch these things and have their ears pricked up, we are letting the pure food men steal our thunder. Instead of having them set up as an example, they are pointing their fingers at us because we are not organized. I think this committee devoted to the promotion of consumption can do some work during the year recommending a programme for the meeting next year. For instance, there was a suggestion made to me that was very good on the line of the promotion of consumption. It was suggested that if the individual packers could be gotten together to donate one hundred to one hundred and fifty cases each of corn to be forced into districts not now consuming corn, we might compel the people to eat it and it might have a future effect on consumption. We might send it to the city of London and teach those people how good canned corn is and along these lines we should be constantly working. The committee could reach out and extend the canned goods market constantly in Europe.

The President: We are not accomplishing that now, as an Association.

Mr. Roach: You cannot accomplish it as a business man or as one single firm. The Western Association wants to take it up here as an Association. That is the way business is promoted.

Mr. Trench: I thoroughly believe in it. My interests are tied up in the corn production. The time will come when some will send a man who paid several thousand dollars to Europe to promote the consumption of your goods.

You should be doing this for yourselves as an Association.

I move that a committee be appointed on purity and the promotion of consumption.

The motion is seconded.

Mr. Trench: It is a standing committee during the year. To get busy at once, that is the idea.

For instance, suppose there is a factory in the State of Illinois bringing discredit upon the corn of Illinois because of sloppy methods. Suppose a member of the committee on purity of production should say to him, "I am chairman of the committee on purity of the Illinois packers. I am not talking to you individually. My industry is behind me. You will please stop packing that kind of corn in the State of Illinois." That is the way to talk to them.

The President: Should this committee have that authority?

Mr. Trench: An actual working committee, yes, sir, with authority.

The President: What would be the penalty if a person of that kind refused to stop?

Mr. Trench: I don't think he would put it that way, if we had a man like this with this organization behind him, he could make it very unpleasant for the man in that occupation. I don't believe in going after those things in a half-hearted way, but in a way to accomplish results. It may be a new idea to you, but those are the lines I believe in working on. A man that is producing poor goods is standing in the way of the promotion of consumption of the food. The two departments of that committee should work together.

Mr. Roach: A salary should be attached to that.

Mr. Trench: I don't think so. I think this salary business is all wrong. I believe in as large a body of men as this we can get men of ability who will be satisfied to give some time to that without pay. There are a number of ways in which this can be worked out. I will accept a position on that committee and I will guarantee you to have a full meeting to listen to us the next time we have an annual meeting. (Applause.)

The President: Won't you include in that motion the names of the committee.

Mr. Trench: I hadn't thought of that.

The President: I spoke of it for the reason that it would be better to have capable men to act in harmony with you.

Mr. Trench: I can suggest them. In doing so, it seems to me the committee should be of four members. I want men of force on the committee. I would suggest Ralph Polk, Charles Crary and W. R. Roach, with whom I will act.

The motion was then carried unanimously.

Mr. Hughes: I live up close to our brother in North Dakota.

There has been a good deal of discussion of the question of adulterated canned goods. The general public has been led to believe that there is a great deal more adulteration in canned goods than there is. They hear of cases in which it has occurred once in a while and they come to believe it is a very common thing. I think the other phase of the subject and our side should be brought before the general public and not merely before the trade. We get it in our trade papers. That might all be so. We make our defense here but that defense doesn't reach the public in general. You want the public in general to understand. There may be reported cases of this thing, but it is a very small proportion of the whole and they are not running any great risk in eating our goods.

I make the suggestion for the benefit of the committee on the promotion of consumption of canned goods that they develop a method of reaching the general public through the newspaper that the goods are what we represent them to be.

Another matter as to how the public have wrong views, I hear my best friends say the public believes that some preservative is in every can of goods that goes out.

The President: We heard from Prof. Ladd. We sent an invitation to Prof. Ladd to come to this Association. What is the pleasure of this association as to having that paper read this afternoon. He explained he expected to come and causes arose at the last moment to prevent him from coming. When I telegraphed him to ascertain why he didn't come, he wired back he had sent the address to me and couldn't come out.

What is the wish of the Association as to the paper?

Mr. Roach: I make a motion that the paper be read this afternoon in the point meeting. If read at all it should be read where all the Associations will have an opportunity to hear what the Professor has to say.

The Brokers' Association has prepared a very sumptuous lunch and they ahve asked me to extend an invitation to all present to partake of that lunch. It is being served now in Schenck's Hall.

Mr. Hughes: I second Mr. Roach's motion both ways. (Laughter).

The President: It is moved by Mr. Roach that we fill up and then hear the paper. The motion before the house is to fill up and then come back here and hear the paper.

Mr. Roach. I wish to say another word on the question of pure food. Prof. Ladd has probably done much harm to the industry. It seems to me the canned goods industry of this country ought to be big enough and strong enough and willing enough to go down in their pockets this afternoon and pledge themselves to come and put their money up and make good by which we will know what we are doing and where we are at, and establish a canners' laboratory and ascertain for ourselves the character of our goods.

The motion was carried unanimously.

The President then declared the meeting adjourned.

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BALTIMORE, FRIDAY, FEBRUARY 17, 1905.

A thorough reading of the report of the Canned Goods Packers' Convention at Columbus, last week, will show that in a general way there were some important matters brought before the various meetings.

Before discussing particular matters, however, we would call attention to the fact that the membership in general of the packers' associations is becoming restless and partly dissatisfied with the small amount of apparent benefit being derived from these annual meetings. At first view this seems to be a bad condition, but when we consider that is is the natural result of time having taught the attending members that there is or should be a purpose and use for this large convocation of the representatives of the industry once a year; and also that it points strongly to the fact that we have gotten to a situation, where many reforms having been accomplished, it is necessary for the industry to go practically on to further important matters. Unquestionably business men of all kinds in this industry will not go to the expense, which is considerable, the waste of time and consideration, year after year, unless they find that there is some real, practical benefit being derived from it. This is human nature, and the first workings of it are always in an individual direction.

The charter members so to call them, of all the canned goods packers' associations, and the new members as they come in from time to time, are all urged to personal attendance, by the belief, or at least the hope, that something will arise or be done at these conventions which will be of real financial value to them in the canning house or the counting-room. If such should be done, they rightly reason that those who are present would get the first advantage of it, and perhaps have a voice in directing it to their special benefit, and this was undoubtedly one of the strong incentives to the first organizations of the industry.

But let us look over the last few years of these conventions, and what has been done of a special, financial, practical, business value to any member attending the convention? We do not, in saying this, mean to belittle the work of these annual meetings; but whilst the early years of these conventions, which were mainly local, were full of direct value to the canned goods packers, we can recall very little that has been done of that nature in the past five years.

The will is there, and the discussions before the various meetings show that the ability is there, if it were but properly directed and acted upon. But the great work of the past has been to get the industry into organization, and now that it has been accomplished, something should be expected from it.

The discussion which was raised in the Western Association by the remarks of Mr. Trench was apropos and indicative of the desires of many of those present. Mr. Trench's remarks are along the right line, and yet it is a fact that all this ground has been worked over eighteen and twenty years ago in these very conventions. The fact that nothing was done upon the subject is no evidence that it should not be done, but it is proof that large bodies of men who are competitors, even whilst working for what they desire for the benefit of the business generally, accomplish results very slowly and lose money by the delay.

Take the matter of his motion for a Committee on Purity and Promotion of Consumption. We presume this really means two distinct subjects. His motion for purity does not allude to purity of consumption, but of the purity of the goods, and it might be information to many of the Western Association to learn that efforts were made on a very large scale to introduce canned goods into new sections to promote consumption. In those days, many years ago, such action on the part of canned goods producers and distributors was usually based on the supposition that there was a surplus of a certain line of canned goods in America in a given year. We personally know that some parties very heavily interested in canned goods staples, and carrying vast amounts of them, annually sent quantities of corn and tomatoes to Lodnon and other parts of England direct to well- known distributing grocers there, who placed them among retailers as "missionary goods," but the English people failed to take a fancy to these goods even under circumstances where they were almost given away by the retailer. We regret that the great conflagration of one year ago entirely destroyed the files of THE TRADE for the past twenty-five years, or we could place much information at the service of the Committee on Purity and Promotion of Consumption.

We do not mean by any of these remarks to discourage that committee, nor even to criticise the position that Mr. Trench has taken in the matter, but merely to point out the fact that there may be discouragement, which depends upon something else than merely placing the goods before the people. At the same time that the bulk of the English people apparently had no use for American canned goods, they were just beginning the development of an immense demand for American fresh meats, which, taken in connection with the other fact, shows that a market will make a natural call for what it wants and that circumstances and time have a good deal to do with the demand. We would say here also that the time is probably riper now and the opportunity better than it was eighteen or twenty years ago for the introduction of these goods to Europe, for it is a statistical fact that, with the increase of the canning of tomatoes in the South of France, in late years, Europe has been developing a taste for this vegetable largely out of proportion to the previous demands over there.

One other point we would make upon this matter, reasoning by analogy: a slight effort to introduce our surplus goods of this line of the industry into Europe will not be effective. It will have to be established on a solid commercial basis to operate for years in such a way that at first these goods will be "missionary goods." The masses of Europe will find out that they come cheaper to them than some other food that is their daily necessity at present. To do this

they must be sold at considerably lower than the price quoted in America at present, hence the term "missionary goods."

The question instantly arises, Will this pay? There is but one answer to it, and that answer is based upon the experience of the American meat shippers to which we have alluded. The protection of the American home market demands it; let us suppose that during this year of 1905 we had a specially large acreage and heavy yield of both corn and tomatoes, or either, with the resulting pack far beyond any previous record. With a million cases too much of either or each of these articles, what would become of the home market? The weight of a surplus of one million cases, say of corn, would depress the value of the entire pack to ten or fifteen cents below first costs in the factory, and still there would be a million cases too much for the market. To reasonable men we need go no further in the argument. The canned goods packers are not justified in going to the expense of producing their goods at a loss for their fellow men, and they couldn't do it long if they tried. What then? It looks like the part of wisdom to send this million cases of "missionary goods" to the populous centers of the world, and sell them—not for what they are worth but for what can be gotten for them; not in a grand sacrifice way, but in a way of creating a taste for them and a future market for paying goods, hence again the term "missionary goods."

The fresh meat people did this thing in Europe for years, and American beef could be bought in British markets at a lower price per pound than it could be bought for in America, but the American meat barons made their market in Europe, and have since reaped their harvest and will continue to reap their profits from that action. At the same time they were protecting the prices in their home market in America from the effects of the surplus. They were often denounced: it was called an outrage to have American meat selling in foreign countries for less than they sold at home, and a whole lot more of rabid criticism about charging the American workman at home far more than was charged the foreign workman abroad for our home goods. But the canned goods industry must take the same action if it wants new markets for its increasing surplusage.

So let the good work go on, and let each individual packer do his share toward the general improvement and widening of the market. Canned goods are "pure" enough in general, but taking "purity" in the sense of quality—improved quality of the entire pack—most packers can lend a great aid, and this must be done before the increased consumption can amount to much.

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JOINT MEETINGS.

Addresses of Welcome—Responses by Presidents—Mr. H. S. Orem's Interesting Address—Prof. Duckwall's Lecture.

Tuesday Morning Session.

The joint meeting of the Western Packers' Canned Goods Association, the Atlantic States Packers' Association, the Machinery and Supplies Association, and the National Canned Goods and Dried Fruit Brokers' Association was called to order in the Convention Hall, Great Southern Hotel, Columbus, Ohio, Tuesday morning, February 7, 1905, at 10.30 o'clock, by President Willard G. Rouse.

President Willard G. Rouse: I am sure that those of you who were here last year will be glad to know that I now have the pleasure of introducing to you Governor Herrick of Ohio. (Applause.)

Hon. Myron T. Herrick, Governor of Ohio.

Mr. Chairman, Ladies and Gentlemen: I feel very greatly complimented that, after one visit to Ohio, you should come back again. I see from the faces before me that you have very materially increased in number, and I assure you that it is a very great pleasure for me to welcome you again to Ohio, and particularly to the city of Columbus. As I said last year, I hope you will continue to come, and I hope you will continue to increase in numbers and in strength.

I think that I little appreciated last year, when I faced this body of strong business men, who represent so great an interest in this country, the magnitude of the business which you so ably represent. I did not so fully appreciate as I do now, the meaning of the welcome which I then extended to you, little realizing that I was addressing so important an industry. Your progress and development of this great industry is but the development of one of the many branches of industry in our country.

An evolution has taken place in all lines of business in the last twenty-five years, an evolution in thought, in business and in American progress. We can recall—it seems but yesterday—when in the little village there was the shoe shop, the wagon shop, the tin shop, and the various business industries which furnished supplies and employments to the people of the community. They are all gone. The politcs of the nation used to be settled in the shoe shop and the wagon shop and in the tin shop.

I have sometimes thought—while I appreciate what this evolution means to our up-to-date civilization—that possibly it might mean something at the expense of independent citizenship throughout the country as a whole. Instead of ten thousand or ten million independent business interests, the interests of our country, the boot and shoe business, wagon making, and all these varied industries, are now represented by a body of men such as we see here, instead of tens of thousands of independent industries scattered throughout our entire nation. It certainly means a change. It means a great change in our citizenship. It means the upbuilding of cities. It means the bringing of people from the country to the business centers. And yet on the whole I think we may safely say that this must be for the good of mankind generally. It means a development—a greater development of the agricultural interests, because of the greater use of its products, the better prices for its products. It means—while it means centralization in one way of a variety of interests on the one hand, the beginning of decentralization—back to the coutnry again, because this body of men and what you represent comes directly from the soil. It means better cultivation of the soil. It means a greater necessity for our agricultural colleges and a more technical treatment of the products of the soil. Therefore, I trust that the true equilibrium will be established directly by the development of this wonderful industry which you represent, and in which, I am glad to say, hundreds of millions of dollars are involved. It means the upbuilding of the agricultural product. It means the upbuilding of technical schools, in which the education of young men for exact knowledge in manufacturing and in chemistry and all that pertains to your great enterprise, and it means certainly after all tremendous advancement along the many lines which aid materially in modern progress. The trolley line, good roads, the modern invention of the telephone, and everything of that sort are taking the people back to the country where they are finding profitable employment. On the other hand, while the complaint is that the villages are deserted, the shoe shop is gone, the wagon shop has disappeared and all the little independent industries, yet we can begin to see a new growth of rural life in this country, on stronger and broader lines. Greater intelligence employed in the cultivation of the soil, which is bringing forth a better class of citizens.

I suppose, while your industry has insidiously grown until it has become an absolute necessity for civilization, I might see something in the faces before me which will indicate that your business has wrought a very great change. You will remember when Dickens came over to this country, he described the American typs as a sallow, lean, dyspeptic looking individual. The American to-day can hardly be described as such. And undoubtedly the chief cause of the change is to be attributed to good food. We can not think straight, we can not live straight, we can not be good citizens unless we have good digestion. That is the primary and practical basis from which we must start to build good citizenship, and I suppose from the days when our mothers did the canning, when they prepared the food which was consumed, in a crude way; when the peaches and apples were dried on the wood shed and the boys there found good picking, from that day to the present one the development of the American type of citizenship has been due more largely to the business which you gentlemen represent than to any other one cause. I believe that is true. (Great Applause.)

You may preach good morals; you may preach temperance and all of these necessities of civilization, but back of it, if the fellow has a poor digestion, and a bad stomach you can not do much with him. The penetration of darkest Africa, the reaching out into the great and unknown mining field of the Klondike, the penetraion of the dense forest, and of all of the advance guards of civilization have been made possible and comfortable by the industry which you gentlemen represent here to-day.

I think th world little appreciates what is being accomplished. I am sure a year ago I did not fully appreciate it, although I have known, as all other citizens have, what has been taking place generally; but so quietly, so steadily has this evolution gone on until every householder to-day would be surprised to find that a necessity for the conduct of the household is the food product as prepared outside of the home kitchen. And I will reiterate once more what I said in the beginning, that the evolution of the American type of citizenship from the day when Dickens described us as a lean, sallow, hungry dyspeptic, to the ruddy faces and good complexions which we see here and on the street and elsewhere, is due, gentlemen, to your kind and not wholly unselfish efforts towards the upbuilding of the best type of civilization. (Applause.)

Permit me, as my duties now call me elsewhere, to say in conclusion, that in behalf of the people of Ohio, and in behalf of the people of Columbus, I cordially ask and invite you to come back again next year. We want you here. We are interested in you, and are always glad to see you. (Loud applause.) I thank you.

President Rouse: I am sure, ladies and gentlemen, after listening to the address of the Governor of Ohio, you are not surprised that the committee which had in charge the selection of the next meeting place, selected Columbus as that place. But I want to say to you that in deciding upon Columbus a year ago, there was an influential factor brought before the committee at Washington two years ago in the person of a member of the Board of Trade at Columbus, who, by his eloquence and by his strong personality succeeded in convincing the committee at that time that Columbus was the proper place for the meeting of this convention, and it now becomes my pleasure to introduce to you Mr. Bassell of the Columbus Board of Trade, who met us in Washington two years ago, and who first of all introduced to us, the city of Columbus. (Applause.)

Hon. J. V. Bassell, Secretary Columbus Board of Trade.

Mr. Chairman, Ladies and Gentlemen: Byron has said:

" 'Tis sweet to hear the watchdog's honest bark,
Baying deep-mouthed welcome as we draw near home.
'Tis sweet to know there is an eye will mark our coming,
And grow brighter that we come."

Surely, my friends, if this be true, your coming to Columbus must be fraught with great sweetness to you. The eves of all people are aglint with gladness that you are here; and our arms are wide extended to welcome you.

Columbus is recognized as a great convention city. As conventions go, it is an every day affair with us. More than four hundred conventions met in this city last year. But I want to say to you gentlemen, and with not any flattery in the suggestion, that of all the conventions that have come and gone in their transitory way, not one of them has appealed to us as does yours. (Loud applause.)

Your four great organizations now amalgamated into one, represent hundreds of million of dollars of the enormous wealth of this grand nation. A brighter, more intelligent, more businesslike looking set of men it has never been my honor or my pleasure to confront. (Renewed applause.) We did want you to come to Columbus two years ago when it was my happy fortune to have prevailed upon you to do so. It is our pleasure,—an increased pleasure to have you here with us at this time, because it argues to our mind that you have tried the facilities of our city, you have tried the hospitality of our people, and, while they have been weighed in the balance, they have not been found wanting (Long continued applause.)

We now feel that we understand the needs of your organization. There are more of you here to-day than there were last year and I am informed that the wires are hot at this time with the announcements of further comings. In all probabilities this will be the banner

meeting of your organization, and I believe, from those with whom I have conferred, that you may expect more absolutely substantial profit to flow from the meeting that you are going to have here now than possibly ever before in your history. The novelty of the situation with many of you has worn off. You have met the people; the people have met you. You are not among strangers and you are not all agap at the absolutely new things. Your minds are on matters that you have come here to argue and solve, and with that thought, I would say why, in this great geographical center of the whole country, a city in which eighteen ranlroads converge from north, south, east and west, a city where every trunk line in America touches, with all the facilities for exploitation of the machinery exhibited at your convention; with hotels capacious enough to take care of your members in a comfortable way,—why, on lines rational, might you not consent to come here next year and for ninety-nine years renewal forever. (Prolonged applause.) There will be no weakening of our desires. If you do not see at this moment what you want, I tell you, all you have to do is to press the button that connects with my office, and you shall have it promptly. (More applause.) The Mayor is not here to give you the freedom of the city, or to extend to you any keys, but on the dead quiet, I will say to you that the town is wide open to you and you do not need any key. (Continued applause.) And I will also say to you if any of the minions of the law undertake to run any member of this organization in, you send for the Secretary of the Board of Trade and he will go your bail. (More laughter and applause.)

Now, my friends, I know that you are here with another mission. I appreciate highly the compliment that has been extended to me to address you at all. I do want to give emphasis to the expression that we are delighted to have you here, and that your welcome is of a character so warm that words fail in a proper expression of it. But I will say to you that come when you will, we will always want you, and the best we have is none too good for you, and when you leave us,—as I deplore you will some time be compelled to do—then "Farewell," and,

"If ever the fondest prayer
For other's weal availed on high,
Ours shall not all be lost in air,
But waft you names beyond the sky."

I thank you. (Long continued applause.)

President Rouse: Gentlemen, the officers of your Association felt that the best answer to the cordial treatment and hospitality shown the members of the various Associations by the city of Columbus and by the people in autohrity during the convention last year, was the selection of this city for the convention again this year. But, feeling assured from our experience a year ago that there would be just such extremely cordial sentiments expressed as those which have been uttered by Mr. Bassell we felt in arranging th programme, upon the part of the several Associations it would be proper to have some expressions made in response to that welcome and I therefore have the pleasure of introducing to you Doctor Fraser, President of the Western Association, who upon the part of the packers present of both the Associations, both the Eastern and Western, will express to you their response to the address of welcome delivered by the Governor and by the Secretary of the Board of Trade of Columbus. (Applause.)

Dr. A. C. Fraser, President Western Packers' Association: Mr. Chairman, Ladies and Gentlemen: My friend Mr. Rouse is all the time trying to get me into trouble. We had mutually agreed that he was to respond to the address of welcome to be delivered this morning by the Governor and by the representative of the city. After the burst of eloquence you have just heard from Mr. Bassell, you can readily understand how pleasant I feel in getting up to reply to it.

I wish, however, on behalf of the Packers represented in this Joint Association, to thank both the Governor and the gentleman representing the city of Columbus, for the very cordial welcome to this beautiful city. I want to say too, on behalf of the committee to whom the duty was assigned to select the location of the convention this year, that it was not only the material advantages in the way of hotel accommodations and accommodations for machinery exhibit as we could get at any other point, and while, perhaps some of the members of some of the Associations would have preferred some other location, there was no question at all about the decision when it came to select it—so that I say it was selected not only because of the material advantages to be gained by coming here, but above that, the cordial feeling of the people of Columbus as shown by these gentlemen representing the people of Columbus, and the way they evinced their desires to have us come here, and also the feeling we have that we had already received the same kind of welcome last year and had already been so well pleased with the reception and good time we all had all through, by reason of all these things we had no difficulty in deciding that Columbus was the proper place to come again this year. That will explain in some measure and answer the question that has been asked me, upon several occasions as to why the convention was located at the same city upon two successive years. I wish, however, to remind the executive of the state, as well as the gentleman who is representing the city, that I am speaking for the packers only, when I say that I am satisfied that they will have no trouble in taking care of us; that we shall be decent, law-abiding citizens so long as we remain here, and I wish also to remind them that there are other associations connected with this joint convention that the packer has been accustomed in the transaction of his business to keep one eye on his business and the other eye on th brokers and the machinery men.

If some of us are a little bit cross-eyed, you will understand the reason, and I think a few additions to the police force would only be a reasonable precaution. However, I wish to offer you the services of the packers present in assisting the police force in keeping the other gentlemen in order.

Again thanking you, gentlemen, who have so cordially expressed the hearty welcome, I wish to assure you that we will try and conduct ourselves properly and hope to come again. (Applause.)

President Rouse: A year ago at this place was formed a national Brokers' Association. This Brokers' Association was requested by the two Packers' Associations to meet with us at this time and place in joint convention. We have with us the President of the National Canned Goods and Dried Fruit Brokers' Association, who, in additon to what has been said by Dr. Fraser, will also respond to the addresses of welcome which have been delivered. I now have the pleasure of introducing to you Mr. Meehan.

Mr. Thomas J. Meehan, President of the National Canned Goods and Dried Fruits Brokers' Association.

Mr. President, Ladies and Gentlemen: On behalf of the National Canned Goods and Dried Fruit Brokers' Association, I thank the Governor of this great State for his kind words of welcome to us, for having come here and given up his valuable time to address us, and all our Associations, as well as the other visiting Associations now in session here. The welcome of the Columbus Board of Trade is no less valued and appreciated because of the closer kinship of merchant and manufacturer. The value of trade organization is very clearly recognized by the gentleman who has preceded me, whose organization has on its roll the merchant, the manufacturer, the artisan and the distributor, all of whom are working, not for their individual benefit, not from any single or separate interest or effort, but as a whole for the greater good to be derived, with one common aim and end in view.

The National Canned Goods and Dried Fruit Brokers' Association, of which I have the honor to be the first President, is but an infant, comparatively, less than a year old, but has already given strong evidence of that which can be accomplished by organization. That fact is easily demonstrated by a glance around the hall, showing the number of members present, men who have left their offices and their business in all parts of the country, making Columbus their common Mecca for the interchange of ideas and suggestions, for the benefit and improvement of the business in which they are engaged, and who will each return again to his home feeling that he has gained the benefit and profit which can only be had from Association with men engaged in enterprises of great moment.

There are great and important problems which confront all trade organizations and which can only be satisfactory solved by united efforts on the part of those who are engaged in the solution, remembering that "In Union there is strength," and that it is only by the concentration of aims and ideas that great good is accomplished.

Bearing all these suggestions in mind, which surely must appeal to the business sense of every man present, I ask you to rally around the executive officers of your respective associations, hold up their hands, aid and assist them in the work they are trying to perform, for they full realize that they will be unable to accomplish anything without your help and assistance.

Permit me again to thank Your Excellency and the Columbus Board of Trade for the very hearty welcome which you have so cordially extended to us. (Applause.)

President Rouse: However much some of you may differ about the desirability of having machinery men meet in convention with the two Packers' Associations, I can only say that for myself as well as for a great number of packers to whom I have talked, I believe that the only reason why we have been able to annually hold successful conventions, which have continued year after year to become more successful and to become larger gatherings, and to become more important to all packers, has been the stimulus to our annual meetings by the machinery people. I believe that the machinery organization has been the backbone of the conventions that have been held during my experience of six years. It, therefore, becomes pre-eminently fit and proper that the final response to the addresses of welcome should be delivered by the President of the Machinery Association. I now have the pleasure of introducing to you—which probably is not necessary because you all know him—Mr. Knapp, President of the Machinery and Supplies Association.

Mr. Fred H. Knapp, President of the Machinery and Supplies Association, then delivered the following response:

Mr. Chairman, Ladies and Gentlemen: You look mighty comfortable, all of you sitting out there with nothing to do except to listen to what we chaps have to say, and we envy you, I know. Here we are again in Columbus, the convention city. It is no mean city. The Columbus brand of hospitality most of us know. It is all right. I remember when the committee came here a year ago we were met by Mr. Bassell, Mr. Pirrung, and Mr. Harmon and various other gentlemen connected with the Board of Trade and the hotel organizations, and we were assured if we came to Columbus we would be well treated, and we were.

Now, I do not wish to keep you a minute longer, but I do wish to say that it seems that this is the time for achievement, this very

day, to begin the betterment of the different organizations; to get closer together. I do not mean the machinery men shall be admitted to the organization of the canners. I think they should be separated. I do not mean that, but I would like to see an organization of the canners built upon broad lines, like we talked of a year ago, with good men on the executive committee, with a good live Secretary who is not afraid of work and who is willing to hustle, a man who is well posted, and has a large acquaintance. With such an organization, you would be surprised what can be done for the betterment of the industry. There is no question about it. A good example has just been set by the California canners,—the California Canners' League. A fine name. They have started out to do things, and they are going to begin right away, and they are asking for what they want and they are going to get it. Now wouldn't it be a fine thing if we could have a national organization? It has been tried, but there was not very much spontaneity about it, and it finally died a natural death, I think. But there is no reason why a thorough and complete organization can not be accomplished. If you are going to get anything in the way of legislation, you will have to ask for it, and you will not only have to ask for it, but you will have to insist on getting it, and if you insist you are going to get it. On behalf of the Machinery and Supply Association, I know we will promise to be good if you get together. You know the packers are all good. We all know that. It is only the machinery men about which there is any doubt expressed. I do not know so much about the brokers, but it is only the machinery men you know, that are bad. When a packer dies he goes straight to the realms of glory. When a machinery man dies, he has to stay three months in Pittsburg. (Laughter and applause.) Now that is not right, but we are willing to suffer and we are willing to stand by the guns. How many of you men would like to go back twenty-five years ago; leave this Convention and go back to your factories and find that you had no machines and that you had engaged in this acreage? That reminds me of a little story which with you permission, I will relate and then conclude. Two Irishmen were standing on a bridge looking down at an engine running one of these dredges. One Irishman said to the other, "Mike, that thing is taking the bread out of a hundred mouths." A gentleman on the bridge heard him say it, and he replied, "Pat, suppose we hire a thousand men and give them teaspoons." Now think about it. I thank you. (Applause.)

President Rouse: Gentlemen, I desire to read to you a letter which has been received by the President of th Western Canned Goods Association, a copy of which has also been received by the President of each of the other Associations here convened. It is important to announce it to you now. It reads as follows:

"On behalf of the Central Union Telephone Company and the American Telephone and Telegraph Company, it gives me pleasure to extend to the members of your Association the free use of our local and long distance lines between the hours of 6 P. M. and 9 A. M. each day from now until the close of your convention. I give you the pass-word, 'I am a member of the Canners' and Packers' Association,' which, when communicated to our pay station attendants or long distance operator between the hours named, you will find to be the open sesame to the use of our lines from Columbus to any point within their reach from Maine to Texas and from Florida to the Dominion, and we trust you may find pleasure and profit in their use.

Yours very truly,

"J. H. AINSWORTH, Manager."

(Long continued applause.)

As it is so close to the noon hour, the address of Dr. A. C. Fraser, President of the Western Packers' Association, will be postponed and will be announced later.

I desire to call your attention especially to this afternoon's meeting, which will be an address by Mr. Hugh S. Orem, President of the Baltimore Canned Goods Exchange. Those of you who do not know Mr. Orem, will find that he is a most entertaining speaker and a thoughtful man who has conducted an important business and is conducting an important business as President of the A. Booth Company in Baltimore, and I am sure he will have some very good things to say which it will pay you all to hear. I trust you will all be present and give him a cordial welcome, and I know that you will be benefited by the remarks he has to make.

And thereupon the convention adjourned until three P. M. of same day.

Tuesday Afternoon Session.

The joint meeting of the Western Canned Goods Association, the Atlantic States Packers' Association, the Machinery and Supplies Association, and the National Canned Goods and Dried Fruit Brokers' Association, convened pursuant to adjournment at 3 P. M., Mr. Thomas J. Meehan presiding.

After calling the joint meeting to order, presiding officer Thomas J. Meehan said:

Ladies and Gentlemen: You have been invited here this afternoon to listen to the first principal speech to be made at the convention. The gentleman who is to make the address before you this afternoon is one of Baltimore's choicest products of young men in business; young in years, though older in business than he looks, and before he gets through, he will probably convince you that he has his subject well in hand and knows whereof he speaks. It gives me great pleasure to introduce to you this afternoon, Mr. Hugh S. Orem, President of the Baltimore Canned Goods Exchange, and also President of the Booth Packing Company, who will address you on the subject "The Relations of the Broker to the Packer and the jobber."

Mr. Hugh S. Orem, President of the Baltimore Canned Goods Exchange, then read the following paper on "The Relation of the Broker to the Packer and the Jobber."

Mr. President and Gentlemen of the Convention: To have received an invitation from the National Canned Goods Brokers' Association to address this convention of brokers, jobbers and packers, is an honor which I greatly esteem and most cheerfully acknowledge.

Being an humble representative of the latter industry, which must ever continue to grow, and enlarge and expand, which dates its commercial birth from the year 1845, and the place of its nativity the City of Baltimore, a business with which you membership is so closely allied, I approach the task assigned me, with the difference of a tyro, realizing all too well that I am only a pupil of a school in which such eminent men as Thos. Kensett, Louis McMurray, Wm. Numsen and A. Booth have been from time to time accomplished instructors. Nor would I have you for a moment think that I am plunging into this address without that consideration and reverence which youth has ever entertained for age. Standing in the presence of my fellow-townsman, the President of the National Canned Goods Brokers' Association, at once the Nestor and *arbiter elegantiarum* of the brokers in the United States, who established his business about the time your speaker first saw the light of day, it is obvious that a mere student, finding himself in an atmosphere so charged with dignity and learning, would shrink and grow timid at even a glance from him whose corpulent paunch and silvery locks attest

HUGH S. OREM.

the fact that years ago he ran the whole gamut of his profession, and graduated with the highest honors.

ENVIRONMENT.

It augurs well for your Association that you have selected the State of Ohio for your meeting place; whose wonderful resources and natural advantages for the bringing forth and marketing of its products not only excite the pride of its residents but evoke the admiration of every citizen of this great Republic. Leading every other State west of the Allegheny Mountains in manufacturing industries. Rich and varied in commercial and industrial enterprises, Possessing 41,000 square miles of fertile soil, from which is harvested a wealth of golden grain. Dotted with thousands of orchards redolent of glowing fruit, and from its bowels yielding millions of tons of coal. Its extensive hard wood forests, and its ever-increasing milling products, all and severally finding their way to the markets of the world, by river, lake and ocean, aided and assisted by a network of railroads which cross and recross, and interlace from its centre to its circumference! Surrounded with these evidences of trafic and trade, in the very midst of the whirr and buzz of machinery, in the shadow of the smoke from countless chimneys, and with the rattle and screech of trains affording the ear the music of carloads and less than carload lots, your membership surely must become so saturated with the hopes and aims and aspirations of your Association, as to become inspired with zeal and enthusiasm for the principles for which it stands, for without such zeal, no organization can hope to succeed.

To-day I visited the legislative halls hallowed by the footsteps and made sacred by the gentle personage of one whom we all loved as soldier, statesman, President, friend. Could William McKinley speak to you today, he would say that only by organization can the

errors and abuses be eradicated, which have sprung into existence and eventually become recognized as precedents by which individuals engaged in the same line settle their differences, buy, sell, or in any other manner conduct their business. That by the association of business men engaged in a common cause, an interchange or trading of ideas, or the exposition and discussion of thoughts and views, is the very blood and bone of barter and trade. That "as iron sharpeneth iron, so doth the countenance of man sharpeneth that of his friend."

I am fully convinced that every business man should be identified with some trade organization. The enrollment of his name among honest, active and intelligent merchants, brings him the respect of his associates, broadens his ideas, expands his field of vision, and inspires in him a self-confidence founded on the highest business principles.

THE BROKER'S HISTORY.

The business or calling of a broker is surely a legitimate one. It is not of modern growth; it can be traced far back into the realms of antiquity. His services are required by the man who desires to place his merchandise in any market as well as by the man seeking a purchase. He also has a standing in law. A broker may not have been present or interested at the first recorded commercial transaction, when Abraham purchased for four hundred shekels the cave of Macphelah, but it was only a generation later when we find him in the person of Rachel acting as the intermediary between Isaac and his sons, when she thrust forward the younger instead of the older to receive the father's blessing. Isaac being old and blind was unable to examine the goods, and while he may have suspected they were not, he could not, with any degree of certainty, pronounce them standard, though he accepted them as such. John Alden, as a middleman, representing Capt. Miles Standish, his principal, reasoned and argued with the lovely and demure Priscilla, to the end that she would share the valliant Captain's cabin, but Priscilla, with maiden modesty positively rejected the goods, without so much as asking a sample, and peremptorily closed the deal, though she paid the broker the greatest and best commission he had ever earned, by bestowing upon him her heart and hand.

THE MODERN BROKER.

Our discussion, however, is to deal with the modern or later day gentleman, who flits by the shortest cuts from counting room to warehouse, picking up a bit of information here, scattering it there, anxious to serve with equal facility both buyer and seller, and who is always found in a good humor, except when the telegrams he receives are stamped "Collect." His relation to the jobber and packer can be summed up in two or three words. Indeed, when we say Confidence and Honesty are the beginning and end, the head and front of the whole matter, the subject is almost devoid of further interest.

It was but a few short years ago that recounts the dropping of the phrase, "A broker is an expensive necessity." In some sections he was regarded as an interloper; as an abnormal growth, of no more use to the trade than a barnacle to a boat. He was charged with having but one interest—his own. Neither his opinion nor his judgment were sought. He was tolerated as an individual, seeking a foothold in the business world, and was now and then given a boost by the performance of a commission entrusted to him. But, with all this harsh criticism, he was neither unlawful nor irregular. By which I am reminded of a mother living in the mountains of Kentucky who, rehearsing the misdeeds of her son to the circuit preacher, said: "But there's one thing Jim never won't do. Jim don't never cuss his father at the table." Indicating, no matter how low down in the scale of society or business one may have descended, there is always at least one palliating circumstance with which the event is surrounded. But the broker has developed into a man of affairs. He has become of more service and usefulness to the jobber and packer as the business of each has spread and enlarged.

ASSISTANT TO JOBBER AND PACKER.

The ever-increasing volume of trade, with its consequent increase of detail and duties devolving upon men who have under their immediate control its management and distribution, has, in late years, more than ever before brought both the jobber and the packer to a full realization of the meaning of the terms time value and place value, so that by entrusting to the broker a part of the onerous work hitherto performed by each, an important place has been found for the middleman which brings him into the fierce light of a producer or at least a marketer of merchandise. It goes without argument there is no more important person than he who will buy something to-day that is not needed and hold it until a time it is required, or who will arrange to purchase at one point merchandise which is not wanted there and dispose of it at another place where it is wanted.

What, then, shall we call the broker, unless a helper or an assistant to the jobber and packer? The man who owns yon corner grocery would never enlist the services of a boy were it not he needed his help. We call in the attorney because we require his advice. The physician, needing his skill. The manager, his judgment. The clerk, his worth. We say to the broker: "Buy me a thousand cases of Standard Peaches." If he is a man who can carry a message to Garcia, he does not ask "Of whom shall I buy?" or "What brand do you want?" Nor will he take that occasion to expound upon a particular brand of pears which he has lately seen, nor would he offer his views upon the Russo-Japanese War, but in a few terse sentences he will discover the idea of his principal as to quality, price and delivery, taking unto himself all and every detail bearing upon the purchase, and putting himself immediately into the atmosphere of peaches, would return with the minutest information bearing upon the subject, saying: "Here is the result of that with which I have been entrusted, your decision now will close the transaction." This, then, is what is meant by the terms, time and place value. At once, without delay, the broker has called upon his reserve force for that solid, useful, competent fund of information, that complete, though heterogenous, mass of facts and knowledge concerning men and time, and places and things, which, by its possession, marks him as one thoroughly fitted and by experience prepared to execute and perform in the most satisfactory manner that for which his profession stands. Without these qualifications he will find that he has missed that tide which leads on to fortune and like Othello will begin cursing his existence, because his occupation is gone.

THE BROKER'S IMPORTANCE.

It will be clearly seen, then, that the broker must occupy a position in the commercial world no less in importance than the clients he represents. That an intimate association must exist between himself and the jobber and packer, fitting him for a work with which he has been entrusted, requiring all his intelligence, all his ability, all his judgment, all his talent, all his efficiency, in the exercise of which he should be tactful, not shrewd, strong, not overbearing, skilful, not sharp, dignified, not obsequious, courteous, friendly and obliging. Unless he is willing and anxious to proceed upon these lines without reserve, there is no room for him either among jobbers or packers, and he had better, without standing upon the order of his going, begin the plowing of other fields, for this one is clearly not his own. He must conduct his transactions on the high moral ground of restitude and commercial honor, to enjoy and command the respect and confidence of whomsoever employs him. When, for the purpose of temporary gain, he conceals from his client information with which he should be possessed, or when it is discovered that he uses business honor and integrity as a cloak that can be put on or off as the circumstance requires, the offense should not be condoned, but he should be subjected to the contempt and detestation of every man who prizes honor far above all earthly things.

NOT IDEAL, BUT REAL.

What do we deduce from this? Does such a man dwell outside the realms of fancy or imagination? Shall we await the lying down of the lion with the lamb before such a condition shall have arrived? I think not. The description is merely that which is expected and required of an honest man. Honest, not only in the sense that he would shudder at the mere thought of appropriating to himself any article or thing which was not his own, but honest in a higher sense, if you please, wherein he approaches the jobber and packer with unbiased judgment, and an unwarped conscience, and unstained hands, relying upon the soothing and sustaining fact that "An honest man's the noblest work of God."

Being in no sense an idealist, having profound respect for real men and real things, claiming to be only a plain, blunt man, who esteems honor and truth and faith far above wealth and position and power, when reached by sordid and selfish means, it is not unreasonable if I prefer to associate with and confine my business to one

"Who fearing God, fears none beside,
And dares do right, whate'er betide."

Like Caesar's wife, the broker should be above suspicion, or in the language of the men of the plains, he should be "white, clean through to the back." You should close your doors, and let pass unheeded the knock of anyone seeking admission to your Association who will not measure up to the standard you have set, which embraces truth, honor and righteousness.

EVIL RESULTS.

Having set this high standard for the broker, the jobber and packer must necessarily occupy the same elevation. It is useless and not worth the discussion to expect all trust, all candor, all sincerity from one, if either of the others envelopes himself in obscurity, reserve ad mystery. Confidence begets confidence, and if it is withheld, it is much better by far the broker to absent himself from either store room or packing house, unless he knows for a certainty that he will be received with the same candor by either jobber or packer that he is willing and anxious to convey. Therefore, when a jobber empowers his broker to purchase for him a carload of canned goods to measure up to a description given, let him put his agent upon his mettle by requiring of him the very best trade and the best best conditons it is possible to receive. Give him the whole job. Let him do the business in its entirety. I appeal to you in all honor and sincerity, with that sense of business fairness with which we all pride ourselves, with the greatest respect and deference for opinions and views which are at variance with mine, do not break the spirit nor doubt the ability of the broker, by holding before his eyes an irresponsible price from an irresponsible man, that neither represents the goods you have described nor the manner in which you instructed to buy them. The jobber, evidently not seeing the far-reaching ill effect, decides: Though the man and the price and the goods may be irresponsible, the offering is attractive, and for this reason takes the risk. By such an unsteady, wavering policy a veritable Pandora's box is opened, from which escape and run riot all the evils and abuses of a business which a few of us, at least, have worked so hard to overcome. Out from this desire to purchase the painting at the price of the chromo, comes stalking forth a whited

sepulchre in the shape of goods labeled with all the heavenly tints and tones of color, though containing food, at once a disgrace and a condemnation, designed and packed with no other hope or intention save that—to sell. Here comes, with brazen effrontery, another lot, behind which is said to stand a firm with no more knowledge of the moral obligation of a contract than the innocent child has of Sanscrit or Calculus. He has swung wide the doors by this conclusion, and in rush, with headlong speed, deception and imposition, chicanery, subterfuge and trickery, the inevitable result of the surrender of a principle, founded on confidence and fair dealing. The jobber, without thought, has appropriated unto himself the capital of the worker, which consists of the knowledge and the information he has gathered in his behalf, and without any recompense for the time and thought expended in his service has turned him down without giving him that which is the pride of every true American heart—a square deal. Buy what you want. Sell what you want. But, in the buying, at least, hope not to get the gold at the offering of the tinsel; the diamond at the price of the paste; nor canvas-back duck and terrapin at the rate of corned-beef hash and bacon. But there is something further: Unconsciously, perhaps, but not less true, the jobber has aided, abetted and encouraged the packing of a class of canned goods so inferior in their make-up that every dealer in the United States, though having a portion of them upon his shelves, and every packer not guilty of their production, is ready to stand upon this floor, denouncing them, declaring in terms that cannot be misunderstood, that they are a detriment and a curse. Some few years ago we occasionally read of the capture in North Carolina by Government officials, of an illicit distillery, and even in Kentucky, where good whiskey only is made, at least so I have been told, the moonshiner has plied his trade, and *sold his output* until suppressed. Kindly and charitably, with mind and heart free from malice, with no other thought except that which is for the general good and prosperity of packer and jobber and broker, I leave this question with you: If there were not such a desire to buy this low grade of canned goods, would the packing of them continue?

THE AGENT OF BOTH.

There is no difference in the relation the broker bears to either jobber or packer. He is employed to-day by one, to-morrow by the other. He is, therefore, the agent of both. In this capacity, having carried through a purchase and sale to completion, he is entitled to say: "*Quorum pars magna fui.*" Before we confer this honor upon him, it may be well if for a moment we consider how far his services are required in a transaction before he uses as a badge or a mark of distinction this classical and high-sounding phrase. I hope it will not be misunderstood when I say that the broker's mission does not end after he has succeeded in bringing together the jobber and the packer, and that his interest should not cease after he has been paid his commission. It ought not be the conclusion of the whole matter by the mere passing and acceptance of the broker's sales ticket. For instance, when the delivery is made, there may be a rejection. If the packer has performed his part of the contract by filling every clause of it, if he has forwarded the goods in keeping with the description given and in accordance with a sample already submitted, while it may not be enumerated in the rules the broker has laid down for his guidance in such matters, I do not hesitate to suggest to him that unless he takes the high, firm, manly ground that it is indecent and indecorous on the part of the jobber to damn without the cause the reputation and the business integrity of the house shiping the goods, or unless he insists with all the force and power of which he is capable, not alone to protect the packer from injury, but to save the jobber from the sin and publicity of incompetency, that the delivery is sound, that it is in keeping with the contract, and therefore must be accepted, I say, unless the broker has learned this lesson or rule, he does not appear to me as being familiar with the a-b-c of his profession.

Or, if the case is reversed, and we find the packer, either through ignorance of that which is required, or by error, or even by hope of unusual gain, has attempted to foist upon the jobber a delivery which in no degree measures up to the standard of the original purchase, the broker should then become the emphatic champion of the jobber, and, if for no other reason, should be jealous enough of his own reputation, by placing the mark of his disapproval upon the transaction, firmly insisting that the packer has not made good, but must be made to do so. Whatever may be the ultimate decision or conclusion of jobber and packer, he can rest secure in the knowledge that he has not jeopardized his business by the exhibition of an interest that is the dictation of common caution and prudence.

A Spartan mother said to her son, lamed in battle: "Do not grieve, for with every step you take you will be reminded of your own valor." It may be that one jobber or one packer, out of the whole number, with whom you do business, might regard your action as presumptuous and assuming, but to be applauded and commended by the remainder is a continual reminder that the office of a broker is a dignified, honorable calling, many steps higher in importance and responsibility than even its own followers have hitherto regarded it. If you agree with these conclusions, then I respectfully and modestly recommend, that you engrave around the adopted seal of your Association, and that it be printed upon every contract or sales ticket issued by your membership, the phrase but a moment ago recited, in its original tongue, or at least its translation, namely, "Of which I have been a great part."

CONFIDENCE AND HONESTY.

How simple and self-satisfying the relation is: Founded on the twin-rocks of Confidence and Honesty, the packer will have forgotten that sometime, away back in the misty past, he was successful in palming off as Standards half-full cans of an inferior quality of fruit, not worth the value of a genuine Second, and the jobber will blush to the roots of his hair at the bare suggestion, that once upon a time it was his custom to reject tomatoes of well-known and undoubted good quality, whenever the market was lower at the time of delivery than when the contract was made. The broker, though he is deemed merely the agent of the party by whom he is originally employed, remembers that he really is the agent of both, and with that pluck and determination, which springs from a fair and impartial mind will not allow a sacrifice of honor on the one hand, or the loss of capital on the other to be made by either, growing out of a hidden or mystifying quotation or description of goods which he is anxious to sell with no other thought in his mind than to obtain the price of his hire. Pursuing such clean and clear-cut methods, the middleman will bring before the buyer's notice a range of prices representing the good, the bad and the indifferent gathered from not a few, but from all the packers with whom he is doing business. His figures will embrace the lowest and the highest price for the same article, dependent upon the quality represented by the samples always at his disposal. This is only even-handed justice, which the jobber has a right to expect and the packer to demand.

WHAT IS REQUIRED.

Nor must the broker ever clothe himself with authority to make a price on any line, without first obtaining the permission of the packer. Do not be guilty of naming a figure for the sake of enlisting the regard of the jobber, hoping the packer will be led to an acceptance by the glamour with which you envelop him. If unable to get the goods, in a moment of weakness quoted, don't substitute others of lower grade. You deceive the jobber and distort the packer's judgment. Be straightforward, acknowledge the error, make your apology, and don't commit the error a second time. Always tell a "plain, unvarnished tale, nothing extenuate, nor aught set down in malice." Be calm. Do not rush nor rant, with dilated eyes, distended nostrils and blood at fever heat, in the presence of your clients. These are the tactics of the bull, and aside from the fact the animal is dangerous, your imitation would cause the packer alarm; he might want to lock you up, knowing such an exhibition is neither the custom nor the habit of a broker. Nor yet encompass yourself with a wall of ice, and with shaking head and downcast eyes, with nose close to the ground, predict all manner of evil. These are the habits of the bear. Don't be either. Be neutral. There is a law which governs buying and selling, and is as old as the Commandments and as firm as the tables upon which they were written. The law of supply and demand regulates the markets and is accountable for the rise and fall in the price of Canned Goods or any other commodity. Quote the market as you find it; you are not held responsible for its vagaries. Neither from the jobber or the packer withhold any information bearing upon the business or question at issue. While you are not expected to be an encyclopedia, you will not be forgiven if you are a calm. Never permit yourself to be termed a packers' broker and repudiate as quickly the epithet when called a jobbers' broker.

The broker must attentively study the clauses and conditions of contracts. Great good was accomplished last year at your Convention by the remarks of an eminent gentleman, who said it was the man behind the contract which he regarded with greater respect than many of the conditions he was called upon to fulfil. The broker writes the contracts by and with the consent of the jobber and packer. The greatest responsibility rests upon him. Unless he positively knows the disposition, reliability and regularity of both parties to perform and accept that which is agreed, he must tremble at the thought that he is the instigator, the impelling motive or force which has bound two parties to an agreement, either one of which will be unable to complete. The loopholes, innuendoes and subterfuges made use of to terminate a contract by the principals signing it, when conditions of the market are unfavorable to either point of view, are rank and nauseating, they smell high to heaven, and compel the man in the moon to hold his nose. Do not be led by mercenary motives to the crime of allowing two firms to imperil their honor. Know your men—it's your duty, it is required, nay, it is demanded. Do not dishonor your Association by allowing its seal to be stamped upon any paper, unless your are reasonably sure its purport will not be repudiated.

THE SEAL.

Gentlemen, respect and venerate your seal. Let it stand for white-robed Truth and unflinching Honor, for a business courage which causes the coward to run and the craven to bend the knee! Regard it as your breastplate against which the arrows of falsehood and suspicion will break and fall harmless to the ground! Make it the guardian of character and reputation! Let it be the silent messenger finding its way into counting room and factory, bearing upon its face the impress of commercial worth and integrity! Let it represent that which alone can mark your importance and standing in the business world. Guard it with jealous eyes. Do not, for the sake of increasing your roll, allow its use by men who, failing to succeed in other lines, adopt your profession, though lacking the necessary qualification of a conscientious performance of duty between man and man.

Flushed with the pride of his race, conscious of his many acts of bravery and deeds of valor, with the trophies of war and the chase hanging by his side or decorating the walls of his wigwam, the American Indian reached a state of barbarous content and happiness. But when occasion demanded he should reveal the line of ancestry from which he sprung, his pride became like unto a frenzy, tearing away his hunting shirt, there was displayed upon his naked breast, with all the cunning and curious art of the savage, the tattooed sign or totem of his tribe. So may the emblem you have adopted awaken and foster that pride which springs from duties well performed. May it become the synonym of that standard of justice and equity characterizing every transaction between jobber and packer and broker, that by its frequent, though careful use, there will be inaugurated an era of achievement and prosperity never before attained.

Presiding Officer Meehan: Gentlemen, it had been arranged to have an address delivered during the week by Hon V. Howard Hayman, attorney for the Baltimore Canned Goods Exchange, on the subject of contracts and the legal drafting of contracts, in which we are all very much interested at this time, but from an unavoidable obstacle, namely the trial of a case in court which could not be postponed, Mr. Hayman will be unable to be present and make the address this week. I announce that fact to you now, so that another speech will try and be arranged for to take its place, and which will be announced in due course of time.

Gentlemen, that concludes the program for the day, and the convention will now adjourn.

Wednesday Afternoon Session.

The meeting was called to order at 3 P. M. by the presiding officer, Dr. Fraser, to listen to the lecture of Professor Duckwall. There was a very full attendance present, and strict attention was given to the speaker.

Professor Duckwall has had considerable public speaking to do during the past year, and he is gradually gaining that confidence which is so necessary to a good speaker.

PROF. DUCKWALL'S LECTURE.

Mr. President, Members of the Canners' Associations, Ladies and Gentlemen:—

I will address you this afternoon on three matters of importance to the great food product industry which you represent.

First, the work accomplished in the Laboratory, which has been conducted under my direction. Second, the tin plate question. Third, the preservative question.

THE LABORATORY.

Some of you may remember the address which I delivered before the Canners' Convention just one year ago in which I referred to various matters of importance which could be investigated in the laboratory. The principal matters discussed at that time were the nitrogen-fixing bacteria for peas and beans, the analysis of tin plate, the question of artificial colors and preservatives. All of these subjects have received considerable attention during the past year, and we shall take up each matter as we go along. Let me call your attention to the nature of the spoilage cases conducted during the year.

During the first few months after the laboratory was installed only one or two packers submitted spoiled goods each month for bacteriological examination. Gradually the reports of the good results obtained spread, and the number who submitted problems for solution increased so that in December there were nineteen different manufacturers who took advantage of this department. Since the laboratory was started over one hundred firms have sent in all kinds of goods for bacteriological and chemical analyses. The number of cases investigated up to this date is one hundred and eighty, and this includes goods of all kinds and analyses of tine plate.

CORN.

Of all canned goods, corn seems to have given the packers more trouble than anything else,—there were eighteen separate investigations of spoiled corn,—and it will no doubt be interesting for us to draw some conclusions from the experience we have had with so many different cases of spoilage.

If you will remember, last year I stated that in nine cases out of ten the cause of sour corn was due to the souring of the raw material before it was canned. While this statement was true at that time, it is not true to-day. The majority of the cans of spoiled corn investigated during this year at the laboratory were sour on account of incomplete sterilization. There were two or three cases only of sour corn which had soured previous to the sterilizing process. Let us state the nature of this spoilage. In the first place we find that there are two distinct forms of spoilage due to insufficient sterilization.

In one, the can swells and the contents become putrid, the pressure of gas sometimes exceeding 35 to 40 lbs. to the square inch. We made a very interesting experiment to determine the pressure necessary to burst a certain make of cans as follows: We attached the can to a steam autoclav or steam retort and raised the pressure gradually up to 30 lbs. without bursting the can. We were afraid to raise it any higher for fear of some accident but we are satisfied that it would have required at least 35 to 40 lbs. pressure to burst the can.

The bursting of the cans is quite a common phenomenon seen in piles of corn, so that the pressure produced by the bacteria which are responsible for the process of decomposition, is probably more than 35 or 40 lbs. Bacteria which produce gas in canned corn are generally, although not always, anaerobic; that is, they will not grow in the presence of air. Most of this species are common in the soil and in decomposing organic matter. There is another class of germs which produces gas and causes the spoilage of corn; these are aerobic, that is, they are able to grow in the presence of oxygen. Both of these varieties produce spores of great vitality.

The other form of spoilage is a souring of the contents of the can without any outward appearance of the trouble within. Sometimes these goods when opened taste remarkably well on the surface but in the center they are putrid and the odor is abominable. This class of germs is generally aerobic, and the spores are probably more resistant to high temperatures than the gas producers.

These bacteria certainly give the canner considerable trouble, because the cans do not swell and it is a very tedious and troublesome matter to pick out those cans which are good and those which are bad.

The following test gave excellent results in one case where it was carried out carefully: The cold cans of corn were put in the steam retort and the temperature was raised to 240 degrees and maintained for 65 minutes. They were then taken out of the retorts as soon as the pressure ran down, and put into cold water for five minutes. They were then piled out in rows so that both ends were visible. After three or four hours many of the ends were drawn in; these were sorted out and heated for about seven minutes at 150 degrees,—all cans which did not swell in this temperature were good. Any which showed slight swelling were somewhat affected. Some

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of the cans were swelled on one end while the other end had drawn in; som of these when again heated did not swell, and were good. All cans which do not swell in this second heating can be marketed as first-class goods. The balance are affected more or less and are probably a total loss.

I will explain the cause of this peculiar phenomenon. The bacteria which cause the souring and putrefaction of canned corn without swelling cans produce a substance called sulphuretted hydrogen. This is a gas which is taken up by liquids and does not affect the vacuum until it has saturated the liquid, when the surplus will cause the swelling of the can. It rarely happens, however, that it will be formed in sufficient quantities to cause the swelling, and as fast as it is generated it is usually absorbed by the fluid. When the cans are put into a retort and the temperature brought up to 250 degrees for 65 minutes the heat expands the gas and it is liberated from the fluid so that it will force both ends out and will not be absorbed again by the liquid until it has become quite cold. Usually there is enough gas left unabsorbed to destroy the vacuum and this will leave the ends puffed out somewhat even after cooling.

Nearly every packer who has experienced losses of this kind has noticed that a large number of cans are not thus affected. These good cans are scattered throughout the pile in various percentages. Now, the question comes up, why is it that a certain proportion will spoil while the balance will be good? Why is it that the process was sufficient in one case to destroy the resistant forms of bacteria and was not sufficient in the other case? All the cans were run through the same process and were treated apparently in the same manner all through the carious processes of manufacture, and yet some of them will spoil and some of them will be good.

Whenever spoilage occurs in any kind of goods this phenomenon is generally noticed, and the reason for this may be thus explained: It is generally due to variation in the consistency.

A careful study was made of the consistency of different cans of corn in the various cases of spoilage investigated. Where the corn

was quite dry and very little juice was present, bacteria seemed not to have been destroyed. Corn is not easil ɛ penetrated by heat. The kernels which lie next to the tin are heated very soon after the proper temperature is registered on the retort thermometer, probably the kernels next to them are heated sufficiently; then we can imagine a sort of impenetrable wall of corn all around the can which takes up nearly all the heat and prevents it from penetrating to the center of the can. In the center of the can are numbers of spores; these spores gain entrance to the corn in the mixer and cooker; they are not dstroyed in the cooker and pass through the filling machines into the cans without being harmed in the least. These spores in the center of the can, surrounded and protected as they are by an impenetrable wall of corn, withstand temperatures registered on the retort thermometer which would otherwise be sufficient to destroy all life. If there were just a sufficient amount of juice to flow in between the grains of corn and penetrate to the center, this juice would carry the heat necessary to destroy spore life. 250 degrees F. for 10-15 minutes will absolutely destroy the most resistant spores known, and all that is, required is to add to this time, the number of minutes necessary for that temperature to register at the center of the can. I would make the suggestion, therefore, that the canners adopt a rule of adding a certain quantity of brine to each can in order to insure sufficient moisture to carry the heat to all parts of the can.

There may be some packers who use a little starch in order to give the corn a creamy consistency. In the light of what we have said, this practice may be considered dangerous, because starch will interfere with the fluidity.

Nearly every packer knows the result of delays prior to sterilization. Sour corn results from piling the husked corn in heaps where it becomes heated. There were only two cases of corn sour from delays of this kind, and we take it for granted that the packers have become familiar with the dangers of unnecessary delays before sterilization.

PEAS.

There were eleven cases of peas investigated in the laboratory. These do not all represent spoilage; some analyses were made to ascertain the presence of copper and artificial sweeteners. There were quite a number of sour peas, however, and some which were swelled. Owing to the different sizes of peas, packers are liable at times to use a process which is not sufficient, and the results may not always swell, the packer could determine whether the process were sufficient or not by simply placing his cans in a warm room for a couple of days, but souring may be caused by a class of bacteria which do not produce gas; and it might be suggested that samples of peas be noticed until a large quantity of goods is packed. If cans would be sent into the laboratory every few days for microscopical examination. It is not a difficult matter for us to determine if a given process is in sufficient. The method is as follows:

The cans are placed in the incubator for from 24 to 36 hours and then examined microscopically for the presence of bacteria, which is easily ascertained. If bacteria are found, it is always possible to reach the canner by wire and inform him of that fact, so that he may not continue with the insufficient process.

Besides corn and peas, nearly all kinds of canned goods, preserves, and condiments, have received attention.

NITROGEN-FIXING BACTERIA.

We sent out a number of cultures and up to this time have received reports from only two. One of these indicated that our directions were not carefully followed. The seed peas were soaked too long so that they became soft and were destroyed by the drill. The results in the other cases were very favorable. It was calculated that the yield from the patch treated with nitrogen-fixing bacteria was fully 50 per cent greater than that from the other patch, which had not been so treated. We planted two patches ourselves; the seed peas for one patch were moistened with a pure culture of the nitrogen-fixing bacteria, and the seed for the other patch were not thus treated. There was a great difference in the size of the vines and the yield of peas, being fully fifty per cent more from the patch treated with the nitrogen-fixing bacteria than from the other. The roots of these peas were full of nodules and a photograph was made of them, which will be shown with the stereopticon later on.

There is no doubt but that cultures of nitrogen-fixing bacteria will prove beneficial in certain locations where the soil is not well adapted for growing peas. As we explained before, these germs gather the nitrogen from the atmosphere, which contains about 79 per cent. This nitrogen is fixed into soluble salts by the bacteria and these salts are assimilated by the plants. I think that experiments with these bacteria could be carried on more extensively during the coming year. We can grow the cultures almost without limit in the laboratory, and there is no reason why the experiments may not be carried on in all parts of the country under the direction of the packers. The packer can use some judgment in giving out these cultures to the farmers, by selecting an intelligent man, one who knows a spirit of progressiveness and is anxious to improve his crops. Let him measure a certain strip of ground, treat the seed with the bacteria and note the condition of the vines and measure up the yield of this patch and compare it with the yield of the patch of the same size whose peas were not thus treated. I believe that there are wonderful possibilities for the improvement of the pea crop in certain sections where the soil does not contain these nitrogen gatherers in sufficient numbers. During the coming year, therefore, we will be pleased to furnish the packers with cultures of these germs and instructions how to use them in order to insure the best results.

THE TIN PLATE QUESTION.

During the year we made analyses of about sixty different samples of tin plate. In order to get an average, there were about six to twelve analyses made of each sample. When making an analysis to ascertain how much tin coating is on a given sample, it is customary to measure off one square inch and calculate the amount of tin on both sides by the iodin titration method and by other well-known methods. After ascertaining the amount of tin on one square inch, it is an easy matter to figure up how much tin there would be to the box of 112 sheets 14 x 20. The analyses we made averaged from 1½ to 2½ lbs. to the box. Some special plates gave higher results, but the average plate was less than 2 lbs. per box. When we remember that the 2 lbs. of tin must be spared over nearly 63,000 square inches of surface, it is not surprising that we have so many imperfectly coated sheets.

A large per cent of the losses investigated during the year were due to perforations of the tin. The acids in the fruits and vegetables do not have a very great action on pure tin, but if the steel sheet is exposed it will rapidly break down and perforation will soon follow. The microscope shows how imperfectly many of the sheets are coated. Later we will show with the stereopticon the appearance of poor tin plate as it looks when viewed through the microscope.

There are corn packers all over this country whose corn is discolored with black streaks along the sides, caused by the black oxids of iron, which was not protected by a sufficient coating of tin; nor does the trouble end here; the acids in the pastes attack the poor tin plate and rust spots discolor the labels. Some plate is so poor that even neutral pastes will discolor the labels; we have seen some plate so poor that the labels would be discolored even from dampness. It has even come to the point where ripe fruits cannot be canned because the salicylic acid in them will be turned a light violet by the iron in the tin; the coating is so poor that the iron will unite with the salicylic acid which is present in nearly all ripe fruits,—a pinkish violet results from this action.

The evil of poor tin plate is made evident by the losses sustained all over this country, and it is time that the canners were taking some concerted action in order to obtain better plate. If there is not some action taken very soon there may be serious consequences. There is practically no limitation on the minimizing of the tin coating. It is the aim of every tin plate manufacturer to plate as many sheets as possible with the least amount of tin. At present the best records that are made run from 1½ to 2 lbs. of tin to the box, but it is only a question of time until some method will be discovered whereby a box of 112 sheets may be plated with 1 lb. or less of tin. What will become of our canned fruits and vegetables then?

How far are you willing to let this matter go? Do you not know that with this poor coating of tin on your cans your goods are liable to become infested with bacteria which produce ptomaines, through the perforations? Do you realize that every case of sickness which results from the use of canned goods injuries the whole canning industry? And if this thing continues the food commissioners will begin a warfare against canned goods and stir up prejudice among the people which will work an incalculable injury to the whole canning industry.

But what will you do? One canner cannot afford to purchase better tin plate for his cans unless his neighbor and competitor is compelled to do the same. One association cannot afford to live up to a resolution passed by its members to use a better tin plate unless all of the associations will live up to the same resolution. Then are you sure that every member would live up to this resolution? One canner or one association of canners cannot afford to purchase a better tin plate for a line of goods whose margin of profits is small, and compete with another individual or with other associations whose members are not bound by the same rules. If the canners of America want a better tin plate they can secure it if they will pay the price. The tin plate mills are willing and anxious to make it for them, and the additional cost will not be more than 20 cents for each additional pound of tin. The present price of tin, let us say, is $3.50 for 2 lb. plate; for a 2½ lb. plate the price will be $3.70. Tin is worth 29½ cents a pound, and there is about 10 per cent loss on account of dross—20 per cent at first, but one-half is recovered. Then the amount of wasters increases in proportion to the extra amount of plate. There is a loss from wasters of 12 per cent in plate coated with 2 lbs. of tin, and this would be increased to 15 per cent for 2½ lb. plate, so that the extra cost for every additional pound of tin will be about 40 cents.

Speaking of wasters, let me explain what they are. Before the tin is put into the boxes the sheets are examined by skilled help and all which show any defects in the plating, cutting or deposits of metal are thrown out as wasters; and the manager of one of the largest tin plate mills assured me that there was a ready market for these wasters among the can makers of America. And you, gentlemen, are expected to put up pure and wholesome goods in cans made from such plate.

But what are you going to do about it? There is only one remedy and that is, a national law which shall fix the average amount of tin which must be used per box on such plate as is used for fruit cans. When I was in St. Louis attending the International Pure Food Congress I handed in a resolution of this nature and it was

placed in the hands of the Committee on Resolutions. It is a question, however, whether it will ever be heard of again. There is another way in which we can get the desired results, and that is through the committee appointed by the Secretary of Agriculture to fix standards. I recently talked this matter over with a member of that committee and he expressed the opinion that the tin plate question might rightfully come within the jurisdiction of the committee on standards. Dr. Frear requested me to bring the matter before you in this convention, and he stated that if the whole canning industry desired protection it would be well for them to pass such resolutions and give them to either myself or some other representative who could bring them before the committee. So the matter rests with you, gentlemen. If you want a better tin plate you can get it, but you cannot buy a better tin plate at the present prices. You cannot buy a $1.50 hat for 50 cents. If you are willing to pay the price the tin plate mills are willing to furnish the tin plate and the can makers will make better cans, with tighter seams; and it appears to me that the ony movement necessary is the concerted action of all parties concerned, and personal protection may thus be obtained through a national law governing tin plate.

THE PRESERVATIVE QUESTION.

During the year that has passed we have done some valuable research work on preservatives. May 14th we began a series of experiments with animals by feeding them stated quantities of salicylic acid and benzoic acid daily in their feed. There were fourteen animals in all, twelve Guinea pigs and two rabbits. They were fed with preservatives for various lengths of time. During the term of feeding they never showed any ill effects. They were always active and were always ready for their feed and ate it with apparent relish. We had control animals which were fed in precisely the same manner, without the preservatives. Strange to say, these animals did not always appear to be as active and in as good health generally as the others. At one time during the term of feeding the animal quarters were flooded with water, following a severe thunder storm; some of the controls perished, but not a single one of those animals which were being fed on preservatives showed any ill effects from the drenching.

After having fed these aniamls for stated lengths of time they were killed in series, and the internal organs of each were carefully removed, sections were made, and they were subjected to the most careful pathological examination. This work was done by two eminent pathologists, who were called in to assist us,—Dr. W. H. Ingram, Professor of Pathology in the West Penn Medical College and Dr. R. G. Burns, Pathologist and Bacteriologist for the city of Allegheny. After a very careful pathological examination of all the organs there was no evidence of any ill effects produced by the preservatives. All organs were pronounced normal in every respect.

Each animal had been fed an amount of preservative equal to one part in one thousand of its food. This amount is much larger in proportion than would ever be consumed by any human being as a constant diet, and so far as our experiments have gone, we have every reason to believe that these substances are not harmful in the amounts employed by manufacturers of food products.

This subjects of preservatives is one of vital importance only to manufacturers of special food products, such as tomato ketchup, Chili sauce, apple-butter, peach-butter, jams, jellies, marmalades and preserves. This class of table condiments does not enter into immediate consumption; they are luxuries and are used only sparingly and not regularly and are intended to improve the flavor of other foods. The packages which contain them are seldom, if ever, consumed at a single meal. They are carried over from one meal to another and may remain on the table for two or three weeks after they have been opened. Just as soon as the original package is opened, unless it is protected by a preservative, decomposition will set in and this may or may not be accomplished by organisms which produce poisonous products. Later on we will show with the stereopticon some poisonous molds which thrive on such unprotected products.

We do not believe that the experiments which have been carried on in Washington have any great value. We do not believe that a company of persons could go through an experiment of this kind, knowing that they were taking daily a substance which they were led to believe might injure their health, without suffering a certain amount of worry and anxiety. The stomach always responds to the condition of the mind, and the results obtained by Dr. Wiley and his able staff in Washington, could hardly have been different, even if these young men had been fed powdered sugar in capsules. Then again, the very fact that these persons were fed preservatives in capsul form, makes the test unfair. This is not the way preservatives are used in food products. A chemical which might be an irritant in a concentrated form, would not necessarily be an irritant if it were distributed throughout a mass of food. If the acetic acid were extracted from our vinegar and given to us in a single dose it would, no doubt, work terrible injury and might cause death; yet this is the kind of logic which is expected to be the basis of our food laws in regard to preservatives. Speaking of the action of preservatives on the enzymes of digestion, the ignorance displayed by men high in authority is marvelous. The line of reasoning is something like the second resolution passed by the Committee on Preservatives of the last International Food Congress in St. Louis. It reads as follows: "Since preservatives or antiseptics other than limited cold storage, dessication, sterilization, salt sugar, vinegar and wood smoke, to be effective must destroy or paralyze all fermentative organisms, they induce a condition which must be more or less unfavorable to digestion, and they are therefore to this extent harmful."

No distinction whatever seems to be made between the action of fermentative organisms like bacteria, yeasts and molds, and the enzymes or digestion, such as the ptyaline, pepsin and trypsin. No distinction is made between the living organism and the unorganized ferments. Nothing could be farther from the truth,—a substance which will destroy bacteria, yeasts and molds, does not necessarily have a retarding effect upon the enzymes of digestion. Hydrochloric acid is a powerful preservative; it will absolutely destroy bacteria; it will double the antiseptic power of bichlorid of mercury; and yet this powerful preservative is absolutely necessary in the process of peptic digestion. It is supplied to the stomach in the free state in the proportion of 0.2 per cent.

The juice of the lemon is highly antiseptic; it will destroy many different kinds of disease bacteria, and yet it will stimulate digestion. Oppenheimer makes the broad statement that "all acids assist digestion." On the other hand, a substance which may be a deadly poison to man may have very little antiseptic power against bacteria. Take, for instance, arsenic; a small quantity will paralyze the functions of the body; it will stop peptic digestion and will destroy man's life; and in the same proportion would have scarcely any effect upon the growthe and development of bacteria.

Such reasoning, therefore, has been followed out by men who ought to know better, and has succeeded in prejudicing the minds of many persons against the use in food products of some preservatives which we have every reason to believe are the greatest friends of humanity.

We intend to follow up our experiments with animals and collect sufficient data to bring out the absolute truth, whether it be favorable or unfavorable to preservatives. We have anaylzed a number of different fruits and vegetables for salicylic acid and benzoic acid, and we have found that these substances, in the form of methyl esters, are widely distributed. In some California fruits, the amounts of salicylic acid are so large as to cause discoloration in the presence of iron. In cranberries we have found benzoic acid and have been able to extract as much as one part in two thousand, and there is, no doubt, half as much more which we were unable to extract. Huckleberries and green gages also contain considerable benzoic acid. In fact, it is the presence of these preservatives in fruits which protects them from rapid decay and seems to be part of Nature's economy to preserve them for the benefit of mankind.

Preservatives are not necessary, and are not used, so far as I know, in canned goods. Sterilization by heat accomplishes the work of preserving this line of goods. Some packers have used substances like sulphites for bleaching corn, but even this is rapidly coming into disfavor.

SACCHARIN.

There is another substance, however, which the packers have been using quite extensively in canned peas and corn to take the place of sugar or rather to improve the quality of the peas by giving them a sweet flavor. Peas and corn which are sweetened slightly, taste better and sell better than those which are put up without sweetening. This sweetening has been done with saccharin, a substance which is not a food; it is not a sugar and passes through the body in an unchanged condition. It has been declared by the pure food authorities, who are supported in their views by medical authorities, that saccharin in injurious to health, that it injures the kidneys and may be the cause of nephritis. In an article in a New York journal by P. Martens, Ph. D., he states that .4 gram proved fatal with several rabbits and that the full value of the food containing it was affected; the rabbits were given daily doses of .3 gram, suffering from diarrhoea on the third day, which on the seventh day brought on death.

These are the only experiments that I have heard of, and I cannot state from personal knowledge whether saccharin is injurious or not. The food authorities stand on this ground, that after a substance has once been declared injurious, it must not be used in food products until it has been proven by the manufacturers themselves that it is not injurious; in other words, the burden of proof rests with the manufacturers using it.

The question of permitting the use of saccharin in food products was thoroughly discussed at the International Food Corgress in St. Louis, by very able men on both sides, and there seemed to be a feeling that its employment in food products should not be permitted.

Now, since all of the state food commissioners and chemists stand pledged to abide by the ruling of the committee to approve resolutions, it is likely that they will rule that saccharin is an injurious substance and will not be permitted in food products. I would therefore make the suggestion, if I might be permitted, that during this coming year the packers cease to use saccharin and use instead, pure cane sugar. This means an additional expense of thousands of dollars. But you are now in possession of the facts and must decide that question for yourselves.

During the year we have run across some very peculiar decisions made by certain food chemists in different states. For instance, early in the year, a certain packer was accused of putting formaldehyde in his peas by the chemist of South Dakota, and the same chemist also declared two brands of corn illegal on the same ground,

This is absurd. There is not a packer in the United States who would be so foolish as to use formaldehyde as an antiseptic in his peas or corn. It would have absolutely no value and it is safe to say that the two packers who were accused of putting formaldehyde in their goods did not have an ounce and have never had an ounce in their factories. I am thus assured. Was the formaldehyde present? Yes. I found it in the peas and I found it in the corn. I have never yet examined a can of corn that did not contain it. I have examined a great many peas but found it only occasionally. What causes it? The sterilizing process will. It is not present in the raw material; it is not present in the salt nor in the sugar nor in the water; but when these goods go through the sterilizing process, especially where 250 degrees F. is used, various preservatives are frequently formed by the oxidation of fats and sugars, and of all preservatives, formaldehyde is most frequently formed. This statement was contradicted by no less a personage than Mr. W. D. Bigelow, of the Bureau of Chemistry, Department of Agriculture, Washington, D. C. It has to be recorded, however, that the gentleman had not investigated commercial methods of canning thoroughly before having made such statements.

A canner in New York state recently sent in a can of peas from Boston. These peas had been declared by the State Health Department to be soaked peas, and were therefore branded as illegal. The packer of these goods had never canned any soaked peas in his life, and he sent the can into the laboratory with the hope that we might be able to help him in his dilemma. We found that his peas were canned from fresh garden stock and did not in any way resemble soaked peas. We went into this subject very carefully and took a photograph showing the difference between soaked peas and fresh peas. The difference is easily detected by th rudimentary stem of the embryo.

Mr. F. M. Nichols: I would like to make a motion that a committee be appointed by the Chair to consider and act upon the suggestions made in the very interesting address just delivered before us.

This motion was sconded and carried, and the Chair appointed as such committee, Mr. F. M. Nichols, Prof. E. W. Duckwall, Mr. H. P. Cannon, Mr. G. G. Bailey, and Dr. A. C. Fraser.

Mr. Hill: I move that the assembled Associations give a rising vote of thanks to Prof. Duckwall.

This was accordingly done, and the meeting then adjourned.

Thursday Afternoon Session.

The Joint Meeting of the Western Packers Canned Goods Association, the Atlantic State Packers Association the Machinery and Supplies Association and the National Canned Goods and Dried Fruit Brokers Association, met in Joint Session pursuant to adjournment, Willard G. Rouse presiding.

PRESIDENT ROUSE.—Gentlemen, this meeting will please come to order. Under the published programme Dr. Fraser was to preside at the meeting this afternoon, but he has asked me to act in his stead, which I can scarcely do; but nevertheless will do the best I can. You probably have noticed from the official programme that we have the question box this afternoon, providing for five minutes talk by members on points suggested by the addresses. This was the time set apart for the members to have little individual talks about matters of general interest. I had very much hoped that there would be a larger meeting of the canners, machinery people, brokers and merchants here at this meeting this afternoon.

The question box is ready for presentation. If any member has any topic pertaining to the canned goods industry, either from the standpoint of the packer or the broker, now will be the time for him to bring it before this meeting. I would, therefore, be glad to hear from any of the gentlemen present.

MR. F. M. NICHOLS.—Mr. President, would it be in order for the committee to whom was referred the preparation of resolutions to bring them in now?

PRESIDENT ROUSE.—Mr. Nichols, as Chairman of the Committee on Resolutions, has something to report, but before the report of the Committee on Resolutions, if there is any gentleman present who desires to make any remarks with reference to any question of importance relating to the canned goods industry, either from the standpoint of packer or the standpoint of the broker, we would now be glad to hear from him. Mr. Nichols, you have the floor, sir.

MR. NICHOLS.—I have here a report of the Committee on Resolutions.

PRESIDENT ROUSE.—Mr. Nichols, I would be glad if you would read it to the meeting.

RESOLUTION ON PURE FOOD LAW.

At a joint convention of the Western Packers Canned Goods Association and the Atlantic States Packers Association, held at Columbus, Ohio, February 9, 1905, which two Associations together include, practically, all the canners of vegetables in the United States, the following resolutions were adopted:

WHEREAS, By reason of the conflicting requirements of the pure food laws of the several States, together with the conflicting rules and regulations imposed by the officials who are charged with the enforcement of these laws, the manufacturers and distributors of food products, who are engaged in inter-state business, are often innocently subjected to prosecution, and put to great and needless expense in endeavoring to conform to these restrictions and regulations; and,

WHEREAS, It is evident that State uniformity of pure food laws can never be secured, and that the only way to secure unanimity for the purity and equality of food substances is through our National Legislature; therefore, be it

Resolved, That we most urgently request the passage, by the Congress of the United States, at as early a date as possible, a National pure food law which shall provide a uniform standard of purity of canned food products in the United States, territories and dependencies.

Resolved Further, That the Secretaries of the above Associations be and hereby are instructed to forward a copy of the above resolution to each Congressman and Senator in the United States.

F. M. NICHOLS, Chillicothe, O.
A. C. FRASER, Manitowoc, Wis.
H. P. CANNON, Bridgeville, Del.
E. W. DUCKWALL, Sprague Canners Laboratory.
GEO. G. BAILEY, Rome, N. Y.

RESOLUTION ON STANDARD FOR TIN PLATE FOR FOOD PACKERS.

WHEREAS, A large percentage of the spoilage that occurs in canned goods is directly traceable to inferior tin coating and inferior, low grade, black plates used in the tin containers for the same; and,

WHEREAS, Tin plate analysis made by competent chemists in many cases show averages per box of coke tin of 112 sheets, size 14 x 20 in., running all the way from 1.74 to 2.63 pounds of tin coating to the box; and,

WHEREAS, The remedy for this evil cannot be found in State legislation, which can never be made uniform, but the standard for good tin plate, to be effective, must be set by a National law; therefore, be it

Resolved, That we ask the Congress of the United States to enact a law, at as early a date as possible, prohibiting tin-can manufacturers or users of tin plate, used for packages for food products, which are preserved by sterilization, from making or using, tin plate for this purpose, of a lower grade than prime coke, and of a coating of pure tin less than *three pounds* per box of 112 sheets, size 14 x 20 in.; that if wasters are used in the manufacture of such packages, all defective parts of the sheets shall be eliminated, and that the tin coating of the sheets from which said cans are made must not show any imperfections under magnification with a 16 millimeter objective and No. 6 compensating eye-piece. It is further

Resolved, That the Secretaries of the Western Canned Goods Association and the Atlantic States Packers Association be and are hereby instructed to forward a copy of these resolutions to each Congressman, Senator and the President of the United States.

Your Committee recommends that the Secretaries of these Associations take the matter up with their respective Associations, and that a competent person or persons be appointed to present this matter to the Committee on Standards, appointed by the Secretary of Agriculture.

F. M. NICHOLS, Chillicothe, O.
A. C. FRASER, Manitowoc, Wis.
H. P. CANNON, Bridgeville, Del.
E. W. DUCKWALL, Sprague Canners Laboratory.
GEO. G. BAILEY, Rome, N. Y.

RESOLUTIONS TO THE SENATORS AND CONGRESSMEN OF THE UNITED STATES CONCERNING INTER-STATE COMMERCE.

WHEREAS, At a joint convention of the Western Packers Canned Goods Association and the Atlantic States Packers Association, held in Columbus, Ohio, February 9, 1905, which two Associations comprise practically all the canners of vegetables in the United States, the following resolutions were adopted:

Resolved, That we favor legislation upon the following lines and urge upon Senators and Representatives of every State in the Union, to give hearty support to the passage of such laws:

(1.) That the Inter-State Commerce Commission be given the power, upon complaint, to declare any rate, practice or regulation to be unjustly discriminative or unreasonable.

(2.) That the said Commission be given the power to declare what rate, practice or regulation would be just and reasonable.

(3.) That the said Commission be given the power to enforce its orders in the premises. Such orders to become effective within thirty days, at the discretion of the Commission.

(4.) That provision shall be made for a speedy appeal by either party; and a prompt decision in the case of such appeal.

(5.) That in case of an appeal, the order of the Commission shall not be stayed during pendency of appeal.

MEMORIAL TO PRESIDENT ROOSEVELT.

Be it Resolved, That we, members of the Western Packers Canned Goods Association and the Atlantic States Packers Association, heartily commend the action of President Roosevelt in urging upon Congress the passage of legilation looking towards an extension of the powers of the Inter-State Commerce Commission; also the elimination of secret preferential rates; also that we respectfully and earnestly request the President that if Congress fails to enact a reasonable and fair legislation concerning the above at the present session, an extra session of Congress be called for the purpose of passing legislation, based upon the above principles; also that this memorial, together with copies of resolutions to members of Congress and Senators from the different States, adopted at this meeting, be presented to President Roosevelt.

F. M. NICHOLS, Chillicothe, O.
A. C. FRASER, Manitowoc, Wis.
H. P. CANNON, Bridgeville, Del.
E. W. DUCKWALL, Sprague Canners Laboratory.
GEO. G. BAILEY, Rome, N. Y.

PRESIDENT ROUSE.—You have heard the report of the Committee through Mr. Nichols. You find it embraces two distinct subjects. The first resolution pertains to the question of a National law regulating purity in canned goods. The second resolution recommends certain National legislation in reference to the quality of tin plate. The third resolution goes into the question of freights, and therefore should be divorced from the other two. I will, therefore, now bring to your attention so much of the report of the Committee as pertains to the pure food resolution and the resolution relating to the quality of tin plate, and upon that report I would be glad to have your motions or remarks.

MR. CHAS. CRARY.—Mr. President, upon the part of the report which pertains to a petition to Congress relative to the passage of food laws, and particularly with reference to that portion of the report that relates to a tin plate law, I think we are doing wrong in inviting public attention to the possibility of anything being packed by the members of this Association except pure foods. So far as the recommendation goes concerning the tin plate industry I think we are reaching the danger line. An advertisement of this sort going out, as it will, and being spread by the newspapers all over the country will do more to decrease the consumption of canned goods than anything to which we could invite public attention. And with that in mind, I move you, Mr. Chairman, that these two particular resolutions offered by the Committee or that particular part of the Committee's report be laid on the table. (Motion duly seconded.)

PRESIDENT ROUSE.—Gentlemen, you have heard the motion made by Mr. Crary, and in that connection I would like to add that I recognize the fact that we all want to do whatever we can toward making the packing of any kind of canned goods better, but in doing so we must not lose sight of the fact that the consumption of canned goods is necessary to us from a business standpoint. We are here as business people. I make canned tomatoes down where I live. I want people to eat them. They are packed pretty good. There are a whole lot of packers who work through me. Some pack then not too well and some pack them very well. Sometimes the cans are not as good as they should be, and the tin plate is not as good as it should be. That is true. But we do not want to send out word to the world that there is any question about the healthfulness or about the purity of canned tomatoes. The same thing is true of canned corn. We have packed some corn. It is awfully good stuff to eat. Everybody likes it. Everybody eats it. It does not poison anybody. Now, why should we, as an organization, let these greedy, eager, hungry newspaper people send out a discussion about the purity of the article we are making. Ever since I have been here and almost every hour since I have been here some newspaper man has come around wanting to know what we were going to do about the pure food laws. The pure food law does not mean anything to us. We are producing the purest kind of food and the best kind of food. I know that the packers in Delaware, New Jersey, New York, Pennsylvania, Maryland, Illinois, Ohio, Indiana and all of these other States here represented are all packing good stuff in good cans for the good people to eat, and what in the dickens is the use of us coming up here passing a set of resolutions about pure food. You what to do is to prevent any question of legislation that may be unwise or may be ill-advised in reference to the packing industry. We do not want to ask Congress to do anything. We are doing well enough the way it is. What is the use of us having resolutions like this to go out before the world, saying that tin cans are not what they ought to be haven't anything to do with pure food laws. The only thing that we and that we are not making just quite as good a quality of pure food as we ought to make, when we know that we are furnishing a pure article? We do not want to go out and say that as a convention of canners. I consider these resolutions are ill-advised and untimely, and I hope the motion of the gentleman from Illinois, who is probably the largest corn packer in the United States, that they be laid upon the table will prevail, and when we do this it will be the end of all these discussions in these conventions about pure food law. The motion is before you, gentlemen. It has been moved and seconded that the resolution in reference to pure food law and in reference to tin plate be laid upon the table. All in favor of this motion will please———

HON. FESTUS WALTERS, of the Scioto Canning Company, Circleville, Ohio.—Mr. President, I am most heartily opposed to the motion now before the Convention. It has been stated that any action taken by this Convention recommending a pure food law would be an implied advertisement that our goods are now impure. If we oppose the motion the imputation will be still present. Can we, as canners, when a resolution comes before us afford to take the position that we are against pure food legislation? It is strongly implied even that we are packing impure food. Now, whatever may be said pro and con on this subject, we must take into consideration the facts as they exist today, and I want to call your attention to the following in the resolution, namely: That it carries out the idea that if we have a National pure food law, we do not need to have any State law upon the subject. Now, that is wrong as a principle of law. The Congress of the United States has no authority upon this subject to legislate, excepting upon inter-state commerce. The Congress of the United States has no authority, by any act passed by it, to regulate commerce within the State. Therefore, every packer of Ohio can pack impure goods or any kind of goods that violates the law of Congress and sell it to customers within the State of Ohio, and the National pure food law could not touch him, nor could he be prosecuted. Congress only has jurisdiction over inter-state commerce where the goods manufactured in one State are transported to another and consumed or bartered or sold therein. Now, the packers of the United States must recognize one thing. Pure food laws are spread upon the Journals of Legislation in nearly every State of the Union. There can be no pure food law by any Legislature of any State that is perfect, unless you have also a harmonious inter-state law enacted by Congress. The two must be considered together. Now, the packer is confronted today with these pure food laws in every State, and pure food laws are backed up by appropriations of the different State legislatures and they are attacking the various goods packed by the packer and no difference what view we may have of it, no difference what Professor Duckwall or Professor Wiley or any other expert may have as to whether your goods are pure or impure, if the State Legislature says they are not, but that they contain certain preservative ingredients contrary to law, then you are amenable to the law. Not only so; in nearly every State the retailer and the wholesaler are amenable to the law and the retailer can be arrested, punished and imprisoned for dealing in an article that is adulterated and contrary to law. Now, we meet that sort of a situation, and the courts have upheld those laws in nearly every State in the Union where they have come to their knowledge. It is like the lawyer who found his client in jail and asked him what he was there for. The client told him, and the lawyer says, "Why, they cannot put you here for that;" "but," says he, "they have, anyhow." That is just exactly the condition of the packers. No difference what any bacteriologist or expert may say on the subject, the packer wants to know when he is to be prosecuted for packing impure food. The retailers or jobbers may reject his goods and state that they do not want them this year or next year, because they cannot sell them by reason of the fact that they infringe some statute law. It is a fact that we are up against it, and the packer might just as well acknowledge it now as hereafter. The probabilities are that Congress will pass a pure food law. It has already passed the Lower House. It will probably pass the Senate. And whether our experts say that the ingredients in our goods are healthy or not we are compelled to live up to it until the law is repealed. Now, I think we want to put ourselves in line and to say that we are in favor of a pure food law; that we always have been, and are now in favor of a pure food law. If we vote down this resolution it will go all over the country through the newspapers that the Joint Association of Packers of the United States voted down a resolution to help pass a pure food law. Why? Because they want to still continue to pack impure goods. That will be the impression created. Now, I know that the gentlemen comprising the packers are an intelligent class of people. It is true we do not have much to say in this Convention here, but that is our own fault, I guess. A gentleman said to me this morning that he never saw much intelligence bottled up in the crowd of delegates who are here attending the Canners' Convention who are afraid to say a word. It is more apparent in this Convention than in any convention of intelligent gentlemen I ever saw. The only thing for us to do—for we are up against it whether we resolute for it or against it—we have these difficulties to contend with. We have these different statutes in different States, and it cannot make it any worse if Congress does legislate upon the subject, and as was said yesterday by Professor Duckwall, it is understood that we all do pack nothing but pure goods. If we do, why should we be opposed to this resolution. It seems to me, gentlemen, the Convention cannot, for a moment, put itself in an attitude of opposition to the resolution which is presented here by this Committee.

MR. NICHOLS.—I would like to state that Mr. Lannen, of Chicago, Ill., is here in the interest of some people opposed to the Hepburn bill, now pending before Congress, and wants to make a few remarks on that subject.

MR. THOMAS LANNEN, Chicago, Ill.—Now, Mr. Chairman, my position is just this. I am an attorney-at-law, and as such I represent a number of large interests which are directly affected by the food laws of the United States. We have had a great deal of trouble in every State of the Union under different State food laws. And while I am not a member of this Association, at the same time the people I represent are directly affected the same as you people are, and as we have investigated these laws and understand them and probably had more trouble with these laws than you people have had, we have gone somewhat at length into the merits of the Hepburn bill, and I would like to ask the privilege of addressing this Convention in regard to the merits of that law before the Convention acts upon these resolutions.
present might know exactly from what standpoint you are speaking, that you tell them just whom you represent.

MR. LANNEN.—Well, Mr. Chairman; I do not know that that would be fair to the people I represent.

PRESIDENT ROUSE.—You spoke of the people you represent, and I thought it was but fair to the members of the Association that they should know whom you represent.

MR. LANNEN.—I represent Adam C. Orr, of the City of Chicago, who bottles extracts, baking powders and things of that kind. I have his commission to represent him here, that is the only firm I represent, and I do not know as I am in any position here to say I represent anybody else, because I do not represent them particularly in this behalf.

PRESIDENT ROUSE.—You may proceed.

MR. LANNEN.—Now, Mr. Chairman, the resolution submitted is undoubtedly a good resolution. There is no question about the propriety of endorsing a National food law or endorsing any kind of a proper food law. That is what the public of the United States today is demanding. That is what the newspapers are clamoring for, and anybody who opposes a food law is putting himself in a very bad light. And there is nobody who will oppose a food law except somebody who wants to adulterate food. I think it would be very unwise in this Association to put itself in a position which could be construed to mean that they do not wish to endorse a pure food law; but in endorsing a food law I should think this Convention should have some discretion in what kind of a food law they endorse.

Now, I want to say the food law is before the Senate of the United States today, as has been remarked by the gentleman who had the floor before me. The Hepburn bill has passed the House of Representa-

PRESIDENT ROUSE.—May I suggest, in order that the gentlemen tives. It is in the Senate of the United States, and it is on the calendar now, and the next bill on the calendar for consideration. It may be under consideration today for all I know. All that is necessary to put that bill through and for it to become a law for the United States of America is that the bill be passed by the Senate and go to the Conference Committee from the House and become a law. Now, anything which this convention will do in behalf of a National food law will tend to put that law through and have it become a law for the people of the United States of America. Now, you people are complaining—the grocermen and the manufacturers of the United States are complaining about the injustice of different laws in the various States, and yet at the same time you want to incorporate into a National law these same things, these same faults which you find and complain of in the different State laws. In other words, you want to give the power to Dr. Wiley, the Chief of the United States Bureau of Chemistry, to regulate how you shall pack your peas or your corn or your tomatoes. There are no standards incorporated in that law, but on the other hand there are standards which are being adopted by the United States Food Standard Commission and which have the effect, and which will have the effect of law, because undoubtedly as they are official standards for the United States of America, the courts will construe that the Senate meant that they should be the standards which the bill contemplates when it was passed. That has been held before in the State of Michigan.

In the State of Michigan they had a law which is identical with the National food law, but they had no food standard in that law. The question came up under the law as to what lemon extract consisted of, and the Supreme Court of Michigan said that inasmuch as there were no food standards incorporated in the law itself, the legislature necessarily meant that the same standard should govern in the interpretation of the law, and the Supreme Court held that for that purpose the United States Pharmacopœia was the official standard in the State of Michigan. Now, the same condition that confronts you today in every State in the Union confronts you under the National law. That law has a clause in it stating that if a substance is injurious or poisonous, in any quantity, or if it is injurious or poisonous to health, you cannot use it. You cannnt use it in a food in any quantity whatever. In the State of North Dakota they have shut out all preservatives and all coloring matter. The law does not say that if the thing is put in there, if it is added to a food, that food shall be considered as adulterated, but it does say that if it is in there then the food is adulterated. Now, Prof. Ladd has been criticized in this Association more or less, or by all of the Associations of the country consisting of food manufacturers, for the radical stand he has taken in this matter. Prof. Ladd is not to blame in that matter. It is the law of North Dakota that is to blame in the matter. The law of North Dakota says if formaldehyde is in a substance, that substance is adulterated. It does not specify how it gets in there. If it is a result of process, the law is not concerned with that. The law is only concerned with the product when it is finished, and if that contains formaldehyde, whether it is in there naturally or whether it is in there as a result of process, the man is guilty just the same. You have got to go back to the law. That is what is to blame. Now, the National law is identical with every State law. It has been copied from the State law, and you will be up against the same trouble if you endorse anything of that kind here which will tend to put through the Hepburn bill.

Now, I want to call your attention to the fact that if you endorse a National food law and you do not specify what kind of a food law you endorse, and you let that go out to the papers of the United States today, it will be sent to every Congressman and to every Senator at Washington, and the effect of it will be to put the Hepburn bill through, or tend to do so. If you do not endorse the Hepburn bill you ought to say so. You cannot put yourselves in a worse position than that. The resolution is vague, and by reason of its very vagueness may tend to help put the Hepburn bill through, probably will put it through. Because it is in a very critical condition just now. There is nobody opposing a National food law, but we ought to have some say as to the kind of a food law we are going to have. Dr. Wiley and three of four agricultural chemists of the United States as a Bureau of Chemistry ought not to have the power to dictate to the packers of the United States and the manufacturers of every other food product in the United States how they should pack their stuffs or what standards they should live up to. These packers and these canners and these manufacturers of food products ought to have something to say on that subject through their representatives in Congress. If we are going to have standards for the United States they should be incorporated in the law, and it should be drafted and go to the committee of the Senate of the United States, or to the House of Representatives, and then you could go before the committee or before the Representative that you have elected to represent you, and you could tell them what you wanted. You would not have to go to Dr. Wiley and three or four assistants, as you do now. It is true that they did notify the manufacturers to go down there and offer their views, but what good does that do? You cannot convince those fellows that they are wrong. If you go before men who are not prejudiced upon the subject, if you go before your Congressman or your Representative, then you can convince them that there is some merit in your arguments; but you cannot convince these agricultural chemists. Now, understand, I am as much in favor of a pure food law as any man on this floor. We need a National law. But the National pure food law is not going to affect the State laws. The State laws will always be supreme. Every State is supreme within its borders. All that you can hope to do, if you get a National food law, is to go before the different State Legislatures and ask them to incorporate into their State laws the same principles that are found in the National laws. In other words, to have the State laws comply with the National laws, and to incorporate into the State laws the same conditions that are in the National law. Now, if you are going to do that, I should think you would want to have the National law right; and if anyone here wants to investigate that National law—I do not care to go into the merits of it—I will say this for it, there are no standards in it. It has been drafted from the various State laws which we all know to be very faulty. It gives all its powers—everything under it—legislative, judicial and executive powers to one man, and it puts the regulation of the output of over seven billion dollars worth of human commodities in one man's hands, and the powers granted under that law are not in any way curtailed. They are not specific. I thank you.

Mr. Nichols.—Mr. President, I do not want to be understood as making a special plea for this bill because this committee has brought in this resolution. But I want to place before the packers here how some of us feel in regard to the way we are placed in the handling of canned goods. If we put an article in the can that legally can be sent out to North Dakota and be declared illegal in Ohio and given publicity in the newspapers, we want to know it. Why is it declared illegal? Because the method of operation is not similar in Dakota to what it is in this State, and because the Dakota laws are different from the laws of the State of Ohio. Now, to say that a National pure food law will not give us uniformity to go by in regard to our method is wrong. All of these canned goods go from one side of the country to the other, and for that reason they can be regulated, I think, by a National pure food law. What we want is uniformity, no matter what we are asked to do, so that we may all do it alike and keep strictly within the law. It is now so that one canner can pack his goods in one way and another can pack them in another way. The difference in the way in which the goods are packed, if they are large packers, might mean five thousand dollars, his profit in one case, while the other man would pack his goods for nothing. The packers all know that who have any knowledge of the business. Now, that is a wrong condition. If one man thinks that he is able to use saccharine he is able to do it. Another man may think he has to put in sugar, which is a very much higher commodity, and there would be thousands of dollars difference in some cases between the net profit of those two concerns. What we want is uniformity. If we can use saccharine, we all want to know it. If we cannot use it, then we want to be all put upon the same basis. There is no reflection intended upon any packer. Only we want uniformity and a uniform standard. There is no newspaper in the country that does not have Prof. Ladd's reports in it. Even the backwoods newspapers publish Ladd's reports. Some of our best jobbing houses are guilty of selling goods under the finest labels that are irregular and by implication are impure. The point is simply to have the thing so that we will know what we are doing and have a standard fixed by which we can pack and know we will be right. Here in Ohio we are in this shape. We can pack goods and it will come up to the Pure Food Commissioner of Ohio and he can condemn it without our knowing why he condemned it. You ask the Commissioner if you pack goods so and so will that be legal. He will say to you: "I am not permitted to tell you. But," he will say, "you pack it and send it out and after it is sent out I will let you know by the means of a suit in court." That is the condition we are now in in our pure food laws. Of course, the question of tin plate—if there is anyone here who packs berries they know that some of our tin plate has been so thinly coated that it will eat through the cans in from one to three months and destroy the goods entirely. Now, users of these goods will think there is something wrong with the goods. They think we have used acid to preserve it because it has eaten through the can. The quicker the canners counteract that kind of an impression upon the part of the general public by endorsing anything that is reasonable in the shape of a National food law and get the proper kind of tin to use in packing their goods the sooner the canning business will be placed upon a proper basis and thus give confidence to the public in our goods.

Prof. E. W. Duckwall.—I think an explanation of the working of this pure food machinery will be in order at this time. It has been my pleasure to visit the various conventions held by the Pure Food Commissioners and their chemists in the different States, and principally the last two, one held in St. Paul and the International Pure Food Congress, held in St. Louis, and the Commissioners have met to outline this policy, that should the National law be passed they stand pledged to have that law incorporated into the laws of the various States. Now, for fixing standards by which the laws can be enforced, there has been appointed by the Secretary of Agriculture a committee, and that committee has been in session on several different occasions and has invited the manufacturers to come before them and to state their side of the case. They are endeavoring to fix standards for all kinds of food and for everything that pertains to food, and it seems to me if we desire a National pure food law we need not go on record as endorsing any particular law, for that endorsement will stand in the future; but we can say we do desire a National pure food law, and if that law is passed we have the assurance that the various State Food Commissioners and their chemists will have the principles of that law incorporated into the various State laws which will therefore produce a uniform condition throughout the United States and her possessions.

Mr. Thos. Lannen, of Chicago, Ill.—I would like to say, in reply to Dr. Duckwall's few remarks, that for the last four years I have been a member of the National Association of the State Dairy and Food Departments, as Secretary of the Illinois State Food Commission, and as Secretary of the State Food Commission of the State of Kentucky, and until I entered the practice of law for myself I was a member of that Association. I have been at their conventions, and I was at the convention in St. Louis, to which Prof. Duckwall has alluded. I want to say that when the National Association of State Dairy and Food Departments was first formed, the object of that Association was that the Food Commissions should get together once a year and try and reconcile their laws and rulings; but at that time the United States Department of Agriculture did not have the prominence before the public that it has today. Dr. Wiley became connected with the National Association of State Dairy and Food Departments and gradually worked himself before the public to such an extent that the prestige of the Food Commissioners, or a majority of them, and the National Association of State Dairy and Food Departments was lost. As a result of that, there are a great many Commissioners, particularly the Commissiners of the North and West, who are divided on the question. Some want nothing to do with the National law. The Commissioner of this State and the Commissioner of Kentucky are the only Commissioners today who are working for that law. They are down at Washington today working for it. They have a meeting today before the President of the United States, that is, Mr. Ankeny, of Ohio, and Mr. Allen, of Kentucky, trying to persuade the President of the United States to endorse the National food law. These are the only Commissioners who are doing it. There is no promise on the part of the National Association that they will incorprate the National standards into these various State laws. It may be that the Commissioners of this State will do it. It may be that the Commissioner of Kentucky will do it. But if Prof. Duckwall was at the convention at St. Louis he undoubtedly knows there was a fight on there between the Official Agricultural Chemists of the United States and the Food Chemists of the United States, the Food Chemists claiming that they ought to be entitled to establish the sandard of food of the United States because they came in contact with food every day; but the National Association of Agricultural Chemists stated that they should have the power to establish those standards, and they took it away from the Food Chemists, and as a result of that there is rivalry betwen these two organizations, and it will never be reconciled. The State Food Commissioners insisted on enforcing their own laws and establishing their own standards to satisfy themselves; and that is the true light in which the matter should be construed.

Mr. C. J. Off, Peoria, Illinois.—I understand that a National food law is now pending in the Senate, and I would like to inquire about what progress has been made with it in the Senate.

Mr. Lannen.—I would like to say for the enlightenment of the

gentleman that the Hepburn bill was the first bill on the calendar when Congress convened last fall, and Senator Hepburn and Senator McCumber made a desperate fight at the opening of Congress to have the Senate take the bill up and consider it. But those who were opposed to the bill, the Senators who did not want the bill to go through until they were a little more enlightened on it, managed to get the Statehood bill in front of the pure food bill, and to get that bill up for consideration first. That took up considerable time. But day before yesterday the Statehood bill was disposed of and now there is a fight being made by Senator Hepburn to get the pure food bill up. It has precedence. If they can get it up it will be considered at this session of Congress, and if it ever goes to a vote I think it will be passed for the reason that the public want a pure food law. But those who are clamoring for a food law do not understand the Hepburn bill. They want a food law on general principles and do not care what kind of a food law they get.

MR. OFF.—Has it been referred to a committee?

MR. LANNEN.—The bill is now on the calendar for consideration by the Senate and all it wants is a vote.

MR. OFF.—Has it been reported favorably?

MR. LANNEN.—A report has been made in favor of it, but amendments have been made to it, and all it needs is a vote and then to go to a conference committee appointed by the Senate and by the House.

MR. OFF.—It is a well known fact that the country is demanding a pure-food law. It is a well known fact that the different States have been demanding pure-food laws in this country, and a law is bound to be passed. Now, the question is, what can we do to have a law passed that is just and fair to everybody? The jobber, the wholesaler, the retailer, want a National law. The consumer wants a National law. The question now is, what we can do to have such a law passed that is fair, just and equitable. The time is very short within which to act if we expect to assist in the enactment of a pure-food law this session of Congress. The pure-food laws of Illinois have been found to work great injustice to manufacturers, jobbers and retailers. Those advocating a just and equitable law, including the manufacturers and jobbers and the retailers went before the Legislature of Illinois and presented to them and advocated the enactment of a fair law and a law that could be and should be enforced for the benefit of everybody. We left Springfield thinking that the law was agreed upon, but when the law was passed and made public we did not know it. We did not recognize it. It seems that every man in the Legislature engaged in the production of food products got in some amendment somehow or in some way, showing that nothing was pure in his judgment but that which he produced. What was the result? The Illinois Pure Food Law is a dead letter. They tried to enforce the law under a fair interpretation of it, but they found snags on all sides, and nothing has been done or can be done under such a law for the betterment of our industry. With reference to the subject under discussion, I believe that a Committee should be sent to Washington to enlighten the leaders of the Senate on the subject of pure food laws. In that way something might be done to aid the interests of all. But unless there is a National law passed we will have trouble on our hands. Not only will men who adulterate foods be punished for it, but honest men, men who produce good, wholesome food can be and will be prosecuted under it. We want a National law. I would like to have a law passed that will stand, that is honest, that can be enforced without great hardship or loss to our immense industry. The packers of the United States such as are here today are people who are producing food that is wholesome and good. Now, what can we do to enlighten the Senate of the United States who have a bill before them on this subject which they are about to act upon? Something ought to be done, gentlemen.

MR. NICHOLS.—I would like to inform Mr. Off that one of the recommendations of this committee is, that we get into communication with those having the matter in charge in Washington and inform them what we want and what we demand. I want to state also for the benefit of those who have come in since these resolutions were read that the committee in its report do not undertake to enforce any law, but it is simply a recommendation that we ask Congress to pass a uniform National law. That is the report of the committee.

MR. CRARY.—Following the line of thought expressed by Mr. Nichols. While he says there is no particular law endorsed I take it, however, that this body of men pass a resolution in favor of a pure food law in a general way, generalizing and not specializing what we want. The assumption will be on the part of Congress that we want the bill passed that is now before them, and an endorsement of a pure food law made as suggested in the report of the committee will act as an endorsement of the bill that is now before the Senate.

MR. OFF.—It seems to me the way to take care of that would be to inform the gentlemen who have the matter in hand at Washington that a careful investigation should be made as to the justice or injustice of that bill and to advise caution and not haste. I think that what we want now is caution and not haste. I had hoped that the bill was still in the hands of the committee and I had hoped that somebody could be sent there who was well informed on the subject who could persuade them to enact a law that was fair and right and probably inform them of some things that they were not informed of. If a bill is now before the Senate and about to be passed, about all that could be done would be to caution them against hasty action until they are thoroughly informed on both sides of the question. While Dr. Wiley is a specialist on some things, yet I think we are specialists in the same sense. We should inform the men in charge of that bill that they should be careful of what they do, otherwise the passage of their bill and its enactment into a law might injure us unjustly in such a manner that could not be repaired in years to come.

PROFESSOR DUCKWALL.—While I endorse this resolution and think it ought to go through, yet this discussion has reached a stage which I think is rather beyond what it should be for a canners' convention, for so far as I know, most of the canned goods are absolutely pure and wholesome. Do you catch the point? We do not adulterate goods. We do not want to give the impression under any circumstances that canned goods are adulterated in any way. They stand before the people of America today as the purest and the most wholesome goods that go out to the trade. (Applause.)

I think it would be proper for us not to discuss this question any further, but simply place it in the hands of a committee who may see fit to act upon it.

MR. HUGHES.—I would like to ask that the resolutions be read once more, as a good many have come in since they were originally read.

THE PRESIDENT.—I will ask the Secretary to again read the resolutions, and will say for the information of the delegates who have come in recently, that a motion is now pending that the first resolution be laid upon the table.

The Secretary then read the resolution again, after which the President said: "The Chair will be very glad to hear any further remarks."

MR. CAMPBELL, of Minnesota.—It gives me great pleasure, gentlemen, to be here for the first time this year. I represent one of the largest States in the Western Canned Goods Association, and I have listened with attention and pleasure to the remarks had for and against this resolution since I came here. We people in Minnesota believe in a pure product. All over the world our flour is known as the best and purest, and it will only be a short time when our canned goods will be known in the same way. (Renewed Applause.)

Now, then, gentlemen, out in our State we would like to have a pure food law. We would like to have a pure food law which would place us on the same footing as others here. We cannot make money when we have to compete with people who can use a cheaper ingredient in their corn, and I, for one, will vote as a representative of the St. Bonafacius Canning Company, to adopt a National food law, that will do justice to all and injury to none.

President Rouse then put to the Convention the motion to lay on the table the resolution of the committee with reference to a National food law, which said motion was lost.

PRESIDENT ROUSE.—Gentlemen, the resolution is now before you.

MR. TREGO.—I move the adoption of the resolution.

MR. HUGHES.—I would like to inquire whether it carries with it the recommendation of the particular bill now before Congress.

MR. NICHOLS.—It does not.

MR. HUGHES.—I think, however, that the effect of the resolution will be just the same as if we did recommend the Hepburn bill. I think, if we are going to pass anything of that sort it ought to be made more specific in its provisions than this one. So I, for one, am in favor of a bill of a proper character, but I doubt the expediency of the present resolution.

MR. CRARY, of Illinois.—We are all trying to accomplish the same object. We all want to pack pure foods. It does not follow by any means, that those of us who might be opposed to this resolution are opposed to it because we want to pack our corn cheaper by any means. We who might be opposed to this resolution are just as earnest advocates of pure food products as anybody else. I never had but one experience with pure food laws, strange as it may seem at that very time I was both pure in my motives and pure in the food I packed. I had some corn condemned by one of the Pure Food Commissioners of one of the Western States which contained absolutely no ingredients but the purest salt and the purest granulated sugar that I could buy. I know the sugar was good, because I got it from Sprague, Warner & Co. The salt was as high a grade of salt as can be bought. The goods were condemned because they were alleged to contain sulphites for bleaching. I had some corn out of the same lot condemned again because it contained saccharine. Now, we know that doctors disagree and it is not strange at all that chemists should disagree. I think we are passing up a pretty strong proposition to Professor Wiley and Professor Duckwall or to any other chemist to tell us how we can pack our stuff to make it pure. They can tell us how to pack it to comply with the various food laws of the different States, and we assume that they tell us honestly, but they do not agree upon it, and I would rather take the practical packing experience of Mr. Trego or Mr. Whitmer, or any one of a hundred packers in this presence than I would to take the technical observations of Professor Wiley or any other professor as to what constitutes purely packed goods. (Applause.)

I think, if we are going to do anything with this resolution at all, don't let us deal with it in a general way. Let us do something. If you want the bill already introduced to pass, then say so and telegraph your Congressman, or telegraph the news to Congress and they will put it through quickly for you. If we pass that resolution which merely says we want something done and that any old food law will satisfy us and that we will take anybody's word for it, they will pass that kind of a law. But instead of doing that if you want something that will really do you some good, why don't you get down to a specific basis and tell them what you want and put a bill showing what you want in the hands of a committee so that they may draft the sort of food law which will protect you and protect me and protect the consumer at the same time. The packer needs protection. If you are going to put this out as an advertisement—and that is what it will amount to—if we go before Congress with a resolution of this sort which says here, in effect, "We are not doing right, you will have to put a string around us, you will have to watch us or if you don't we are going to poison our neighbors," or, if you advertise to the country if the tin plate we use in our cans is not of the right kind and you have to protect us on that account, you cannot do anything which will tend more to decrease the consumption of canned goods than to put out an advertisement of that sort. But whatever we do let us act not only intelligently but quickly and definitely on the proposition.

With reference to tin plate, I want to say that if you do not like the tin plate you are getting, you can get a better tin plate by paying a dollar a thousand more for your cans. You do not have to have Congress tell you that you have to buy a higher class of tin plate. If you want better tin plate, or a higher grade or a heavier tin plate, you can get it by paying a dollar more per thousand, but you don't need an act of Congress to force you to do it.

MR. ROACH.—Mr. Chairman, I have listened to Mr. Crary's remarks with a great deal of interest and I want to say just a word before you place that petition in the hands of a committee of Congress or anybody else. Make up your mind, every man for himself, just what he wants and be specific about it and do not leave anything open. There is only one way to do this, and that is to make up your minds what you want. Whether you want Professor Wiley to tell you what you can pack or

how you must pack it and whether he can condemn it after you have packed it or not. The way to do this business is to do just as Mr. Crary has suggested. Appoint a committee, somebody that has sense enough to go to Washington and take this matter up with the United States Senate and inform them of exactly what you want and see to it that they get it. Do not do it in any other way. Do not slop over. Do not fall down. I thank you. (Applause.)

MR. HUGHES.—The last two speakers have voiced exactly what I want to say in the way of specific report. The Pure Food Commissioner says, for instance, that there shall be no formaldehyde or anything of that sort in the way of a preservative in corn. Now, he has not allowed us to offer any testimony showing that we have put anything of that sort or any other kind of a preservative in the corn, but he simply says it shall not be there. If that preservative develops naturally and we cannot help it we are still absolutely at the mercy of the Pure Food Commissioner in that respect. What we ask is that we shall not be condemned for what we have not done, but that we shall only be condemned by our own specific acts and that we might present testimony to any court in support of our position as a defense.

Now, the present bill as I understand it—I am no lawyer and therefore cannot measure the value of testimony—but as I understand it a man has no stand virtually in court who cannot prove his case, so that it rests entirely in the hands of the Food Commissioner to condemn us for an act which we do not perform. That is one reason why I believe we should have a more specific enactment than merely letting the whole matter rest in the hands of one or two arbitrary chemists.

MR. LANNEN.—I would like to say one word along the line that the gentleman has suggested. A Food Commissioner can go today and get a sample of your corn or your peas or your string beans from some little corner grocery that you never heard of, probably somewhere in the country, and submit it to his chemist for analysis, which technical analysis is liable to be mistaken many times and can charge you openly with adulterating your goods without your knowledge and without any chance to defend yourself. Your name is on there and your brand. It may be one of the most valuable brands you have. You have advertised it all over the United States or perhaps all over the world as your leading brand, and yet, on the technical finding of that chemist at the expense of the State, he publishes your goods as illegal and as impure and adulterated all over the United States when you have not had the benefit of a trial by jury or any opportunity to refute his charges. You have no remedy, because he is an officer of the State, and you cannot sue an officer of the State so long as he acts within the scope of his authority. A man is given the privilege of a trial by jury on every other issue of fact and law, and yet the manufacturer of food products is not given the privilege of a trial by jury when his reputation is assailed and the reputation of his goods is assailed.

Now, the National food law gives the National Government some power, and with the appropriation of Congress for the purpose of scattering bulletins all over the United States, setting forth the results of analyses and names of brands and the names of manufacturers. Ought we not have a provision in there that no man's name shall be branded as guilty of a crime and no man's goods shall be adulterated or impure until that man has been convicted under the laws of the land. (Applause.)

PRESIDENT ROUSE.—Gentlemen, the two resolutions before you, the one pertaining to resolving that Congress be asked to pass a law prescribing the kind of tin plate that we shall use have been spoken to here by a number of gentlemen and the question seems to be whether or not you are going to adopt these resolutions or whether you are going to reject them. If you fail to pass these resolutions you may be put in a position before the public and in the newspapers of fearing pure food legislation, and if you do adopt them you may by so doing encourage the sort of legislation which is not just what you want. It seems to me, therefore, that this meeting could very well refer this matter to a committee who would take up the question of National legislation so far as it pertains to pure food and to tin plate, and if that seems to meet the views of the rest of you I would suggest that some gentleman make a motion to that effect, and I would be very glad to entertain it.

MR. CRARY.—Mr. President, I move a substitute to Mr. Trego's motion that a committee of ten, to be selected by the chair, be appointed, to whom these resolutions may be referred.

PRESIDENT ROUSE.—As I expect to pay the personal expenses of these gentlemen to go to Washington, I do not care to have the committee made too large. (Laughter and applause.)

MR. CRARY.—In that event we might resolve ourselves into a committee of the whole and all of us will go at the Chairman's expense. (Renewed laughter and applause.)

My motion is that the chair appoint a committee of ten to prepare just such amendments to this bill as might be deemed proper and expedient and meet the requirements of the Packers Association and to have that committee go to Washington as promptly as possible to present the matter to the National Congress. (Motion seconded.)

DR. FRASER.—I think it is the opinion of all the signers of these resolutions that the Hepburn bill was in such shape that it would not be taken up for the short time remaining of this Congress. I do not think that any of us are in favor of the Hepburn bill, and in view of the fact that it has gotten in such shape that there is little opportunity for legislation this session of Congress, and in view of the fact that it has developed in this joint convention that the feeling of the members is not unanimous, I would second Mr. Crary's motion. I think we should go to Congress, if we go at all, expressing through our committee the unanimous opinion of the Packers Association that a certain bill should pass, and then we will go with so much more force and be able to secure much more readily what we are asking. I take pleasure in seconding Mr. Crary's motion.

CHAIRMAN ROUSE.—It has been moved and seconded that it is the sense of the members of the Eastern and Western Packers Associations that none too stringent laws can be passed in reference to the proper preservation of foods so as to make them entirely pure, and that these two Associations join in the expression of the sentiment that all impure foods should be prohibited, and looking to the establishment of their views, a committee of ten be appointed to take up the question of such National Legislation as may be necessary to insure the American public that only pure canned foods will be produced.

The above motion of Mr. Crary, as seconded by Dr. Fraser, was then practically unanimously adopted.

CHAIRMAN ROUSE.—I will appoint a committee after a conference with the President of the Western Association.

The next order of business will be a paper of Prof. E. F. Ladd, of North Dakota, on the subject, "Pure Food Laws in Relation to Canned Goods." As you have been informed, Professor Ladd is not here, and Dr. Fraser has received from him the following letter:

"DR. A. C. FRASER,
President Western Packers Canned Goods Association,
Great Southern Hotel, Columbus, Ohio.

"DEAR SIR:—I regret that conditions have arisen which make it impossible for me to be in attendance at the Columbus Convention. Legislative matters of vital importance, not only to the welfare of food and drug work in North Dakota, but legislation affecting the college is about to be acted upon during the coming week by the legislative assembly of this State.

"Matters have reached such a climax that it is impossible for me at this time to be away. I therefore enclose herewith copy of my address, which was to have been delivered before your Association. If you care to make use of the same before the convention you are at liberty to do so. I trust at some future time I will be able to meet with you.

"Yours very truly, E. F. LADD."

The address was enclosed with the letter and a motion to refer it to the trade journals for printing I think would be in order, it being understood that the reason the address is not now read to the joint Associations is because of the lateness of the hour.

The motion to accept with appreciation the address of Prof. Ladd and refer it to the trade journals for publication was then adopted.

(*Prof. Ladd's Paper will be found at the end of this meeting.*)

PRESIDENT ROUSE.—Gentlemen, I will again call your attention to a special feature of the programme for this afternoon, five minutes talk by members on topics of importance. If any gentleman present has any topic of importance he desires to bring up, we would be glad to hear from him.

MR. TREGO.—I would like to call the attention of the chair to the fact that action has been taken on only two of the resolutions reported by the committe and that no action has been taken by the meeting on the resolution relating to inter-state commerce.

PRESIDENT ROUSE.—Gentlemen, there is a further resolution which was presented by this committee, and which I inadvertently neglected to bring before you. I thank the gentleman for calling my attention to it.

It was then moved by Mr. Trego, duly seconded and carried that said resolution be adopted as reported by the committee.

THE CHAIRMAN.—Are there any other topics that the members desire to discuss?

In the absence of any remarks from members, I desire to say to you, gentlemen, that after a consultation and conference with several of the members of the Western Association, as well as with the members of the Eastern Association, the question of a National organization was asked to be brought before you all for your action here this afternoon, and notwithstanding my bad voice, they have asked me to present to you some of the things which they feel might be accomplished by such a National organization.

The opinion of the few leading spirits of these organizations who have discussed this matter is that the Eastern Association shall merge with the Western Association. Not that there will be no longer a Western or an Eastern Association, because each and all seem to feel that the success of these conventions, that the arrangements that are made, with the interchange of ideas, and all the advantages and good results that accrue from National conventions can best be accomplished by two separate organizations. But on the other hand, it has been suggested, and I have made a note of some of the points of the value of a National Association, an Association which would take up the affairs of packers, take up such affairs as packers have absolutely in common, things that no one packer is properly able to take up for himself, and by a contributed fund we could be able to take them up through a central organization in a way that would count for the profit of every man who is engaged in the packing business.

For instance, the first suggestion is the comparatively small consumption of even staple canned good products. It has been suggested, for instance, that the per capita consumption of tomatoes is only three cans; that the per capita consumption of corn is only a can and a half; that the per capita consumption of peas is less than a can; and should we have an organization of all the packers, the smaller ones contributing a minimum membership fee, and the larger ones contributing in proportion to the size of their business, that there might be employed such general officials of such a complete organization as would promote in every possible way the consumption of canned foods. They might teach, through the newspapers or magazines, how tomatoes could be eaten for breakfast, for dinner and for supper; how best to prepare and serve corn and peas; and after all had been done that could be done in the way of instructing domestically the people who are interested in the consumption of canned goods, it would step to Great Britain, for instance, or over to France or Germany, and show them what a good thing canned corn is. They might teach them how much better American peas are than the French peas. They might show Scotland that the tomatoes from Maryland and from Indiana are so much better than the ones they get from Italy. Just see how much along the line of the promotion of business a National organization can accomplish.

Then the questions that have come up here now, these questions of pure food laws; the question of the inspection of standard goods; what is a standard can of this and that or the other. All of that could be taken up by a strong National organization, and there could be established standards, uniform standards and ideas, through an organization of that sort, so that each packer when he started out to sell the product of his factory would start out to sell it along the same general lines, with the same important terms in his contract. All the important con-

tracts and the terms of that contract would be just exactly the same as that of his neighbor, and the individual effort that he might put into quality would not be interfered with, would not affect that in any way; and yet he would have the value of the organization standard in quality, a recognized standard of grade, and a recognized standard of forming contracts. For instance, suppose there was such a standard clause in every contract made by packers as there is in every insurance policy. Suppose, for instance, in every contract made by every packer throughout the breadth and length of this land there was a clause which provided that in case of any question arising as to the proper performance of that contract, either upon the part of the seller or the buyer, that that could be referred to an arbitration committee of three, one to be selected by the buyer, one by the seller, and the third by the two thus selected, and that they should be paid $25, for instance, apiece? I venture to say there would be very few differences arising over the construction of contracts. The mere penalty of the payment for the services of arbitration would so discourage and deter unfairness on the part of packers who want to be unfair, or upon the part of buyers who want to be unfair, that the honest ones of us, and, of course, we all are that (Laughter), would have good, clean trade. That could be accomplished through the National organization by the adoption of such a standard form of contract.

Then a very important thing has been suggested to me by a gentleman who is familiar with those things. I am told that canners today in paying insurance, fire insurance, on their factories and their contents, on their machinery and on manufactured goods, give to the insurance companies their most profitable line of business by far in this country. The rates of fire insurance range all the way on factories from two and one-half per cent. to five per cent. Now, if a National organization could take up the question of mutual insurance so that each packer could be offered, say $50,000 as a maximum amount of insurance at the actual cost of that insurance, which would not be one per cent., why, it would mean more to him than all the cost of membership in the Association, and we might raise a fund of five or six thousand dollars with which to pay an officer to work three hundred days in a year for the promotion of the very best in the canned goods industry. These things seem to me, gentlemen, should be brought before you, because they not only are important, but it is important that some action should be taken now.

I have read recently the addresses made by the presidents of the two Packers Associations during the last four conventions. Going back four years ago, five years ago, and coming right straight along through, and at every one of the conventions somebody has said something to a similar effect that I am preaching about now. They have said it; it has been forgotten; people agreed to it; they said it is a good thing, but they did not do anything. Nothing has been done. Now, we are not children. We are serious business men, engaged in an earnest undertaking to try to make our living out of the manufacturing industry, and without detracting from the valuable social side of the convention, and without attempting to diminish in the least the pleasant memories which we all carry of the many pleasant conventions we have had before, why can't we right at this convention do something towards the organization of a National Association that will bring dollars and cents to every one of us who are in the packing business? I am no longer an officer of either one ff the Associations. I have resigned this morning, and my successor has ben elected; and no doubt he will accomplish much more than I have done for the Atlantic States Association, but before I part with you all I want to say selfishly, simply because I would like to make myself some money, I would like to have each one of you to chip in and create a fund sufficient to perform the necessary actions and to do the necessary things in which we are all interested, and I believe that it could be done; and if you all agree with me, it could be done just as well here and now as at any other time.

The other thing suggested, which I left out, was the question of freight rates, and the question of statistical reports. Not only statistical reports of packs, not only statistical reports of the products and crop reports, but suppose we had one man who was equal to it and did the work, and every day along during the summer told everyone of us how tomatoes and peas and corn were getting along in Indiana, Delaware, New York State, and Maine, just think what it would mean to all of us. We would know how to sell; we could make our prices, and we would be governed by an absolutely correct report of that sort, and you can't get a correct report of that kind unless you do it Nationally, and pay a man enough money to do it, and we can't do it unless you all chip in. I can't afford to do it. I suppose I represent more tomato packing than any other man does. I don't think that is said boastingly; yet I can't afford to do that myself. The same thing is true of the beef packer, and the corn packer, and none of us can do the same things we might do if we all chipped in and tried to do it. I may not have presented this as forcibly as it should have been presented, but if a majority of you agree with me, I would like very much to see some action taken by this convention here now looking toward the formation of a National Association. Not a merger of the two, but a National Association of Canners, and have them working along the lines that I have introduced her through the suggestions of others to me. (Great applause.)

MR. IRA WHITMER.—I believe the remarks of the Chairman exceeded the five-minute limit, but I believe that they are very profitable, and that the expressions from the different presidents should be made of some effect. I wish to make a motion that the matter referred to in the Chairman's talk be referred to this coommittee of ten canners who were appointed by the Chairman in the matter of national legislation, and that this committee be requested to report at the next joint meeting or convention a plan by which we can get some benefit from national organization along the lines that you have suggested.

DR. FRAZER.—Everyone who has heard anything that I have ever said before this Association knows how heartily I am in sympathy with the formation of a National Organization. I believe thoroughly, after three years' study of the Association, that by a national organization only can we obtain practical results; and I am also convinced that it is not by merging the Western Association of Canners with the Atlantic Packers Association, or with the New York State Association, or with any other organization. It is by the formation of a new organization entirely, a National Association, to accomplish, not the local objects that the local organizations are formed for, but objects that are national in their scope and entirety. I don't think we ought to put off until the next convention, or refer this matter to a committee. The committee will probably forget all about it as soon as we adjourn. I think several committees were appointed at the last convention. These committees never met. I was appointed on those committees. We forgot al about we were on the committees. If we did not forget them we forgot what they were appointed for. I move that this matter be referred to a committee to be appointed by the Chairman; hat this committee have instructions to get together tonight or tomorrow morning and report tomorrow afternoon to the meeting of the whole, so that the movement may be started toward the formation of a new National Association entirely; not growing out of the associations perhaps, but formed through experience with these associations, through knowledge obtained through connection with these associations, a better manner of obtaining practical results. I think the Chair has a list of names on a slip that he could suggest to us.

A MEMBER.—I think we should adopt Dr. Frazer's motion right now.

THE PRESIDENT.—Gentlemen, the question has been called for. Do you withdraw your motion, Mr. Whitmer?

MR. WHITMER.—Yes ,sir; I withdraw my motion in favor of Dr. Frazer's.

THE PRESIDENT.—I think that while the question has been called for, it should be very well to have the views of some other packers in reference to this question. The intelligent faces I see before me indicate that there are some ideas among you all about this. I think you might say a word about it. For instance, take the work the committee will have to do. If they are to go ahead and attempt to form a national organization tonight or tomorrow morning without knowing wha you all think about it, is just a wee bit hard. We want your ideas about the matter. Take, for instance, the question of dues. My own personal view is that the question of dues should be something like the National Packers Association. The packers who pack twenty-five thousand cases or less should pay five dollars, and the man who packs more should pay ten; the man who packs one hundred thousand, he should pay twenty dollars, and the man who packs two hundred and fifty thousand cases, I think, he ought to pay two hundred and fifty dollars. There are a whole lot of questions of detail that might be taken up in the formation of this National Association, and it would be of assistance to them if you would discuss them here. Gentlemen, do you feel like it? Do you think it is a good thing, and if you do think so, I think you ought to come up and say what you think about it.

MR. HILL.—I think that this, sir, is a move in the right direction. I am connected more particularly with the grain business, and not so much with the canning business; however, I am incidentally interested in two canning factories. But the grain men of the United States have their National Grain Dealers Association; also every respective State has its Grain Dealers Association. These associations, State associations, act independently of each other, of course. But we have a national organization, where all of the States send their respective representatives, and questions of vital importance are there discussed, which are interesting to every grain dealer in the United States. This question of insurance has been taken up by the National Grain Dealers Association, and I see no reason why it cannot be done by the National Packers Association, and a great deal of money saved in that particular item.

There are a great many things that are of common interest to us all, and we are certainly very glad to see this matter put on foot, and hope that the result will be accomplished.

I think the question of dues is one that should be considered, and I have thought, as our President has, that the dues should be in proportion to the amount packed, or the lines of machinery run. I thought, say five dollars for each line of machinery; or, if you prefer to put it on the basis of the amount of goods packed, I think that is perfectly equitable. I only want to say that I am heartily in favor of the movement, and my best wishes and efforts will be for its success. (Applause.)

THE PRESIDENT.—We would be very glad to hear from any other gentlemen.

MR. J. S. HUGHES.—I have looked into the matter of insurance somewhat, and the subject represents one very close to my interests. I have made some investigation of that subject, and I think we can do away with half of our insurance, if carried into a mutual company among ourselves. I think it is a splendid idea.

THE PRESIDENT.—Speaking of that question of insurance, I will tell you a personal thing; and it just goes to show what a mutual company might accomplish. In the business in which I am engaged there are about eighty factories. In the cuorse of six years we have paid into insurance companies $170,000 in insurance; and we have had less than $8,000 of loss. Now, just think what might be accomplished by this! Why, gentlemen, you can more than pay your membership fee in what you would save in the one item of the mutual insurance, if it is worked up right. I would like to hear from you all, what you have to say about this. Is there any other gentleman who would like to make some remarks upon it? If not, Dr. Frazer's motion comes up for the appointment of a committee on the formation of the national organization. All in favor of the motion to appoint a committee on the formation of a national organization, which committee shall be asked to report at some meeting tomorrow, will please say Aye. (The motion was carried unanimously.)

THE PRESIDENT.—The Chair appoints upon that committee the following gentlemen, who have been suggested to me:

Mr. Grafton Johnson, of Greenwood, Indiana.
Mr. George R. Bailey, of Ft. Stanwick, New York.
Mr. J. S. Tomlinson, of Maine.
Mr. Greenbaum, of Seaford, Delaware.
Mr. Hugh S. Orem, of Baltimore.
Mr. R. S. Bentley, of California.
Mr. William R. Roach, of Michigan.
Mr. Frank T. Stare, of Wisconsin.
Mr. W. C. Pressing, of Pittsburg.

Mr. C. S. Crary, of Hoopestown, Illinois.
Mr. John S. Hughes, of Minnesota.
Mr. Hill, of Iowa.
Mr. Cuykendall, of Iowa.
Mr. Van Camp, of Indiana.

Dr. Frazer has incidentally offered to serve in any way he can in suggesting and advising that committee.

MR. BAILEY.—Would it be in order that the present Chairman be made the chairman of that committee? If so, I would like to make that motion.

DR. FRAZER.—It is moved and seconded that the present Chairman be the chairman of this new committee. (The motion was carried.)

A MEMBER.—Dr. Frazer, it is understood, is to be an ex-officio member of that committee?

THE PRESIDENT.—Yes, sir.

MR. POPE.—There are quite a few of the members of that committee who are going home before they get a chance to get together. Mr. Van Camp will be away. Ther are quite a few who have been mentioned who will not be here tomorrow.

DR. FRAZER.—That is one reason I asked to be excused from service on the committee. I expected to leave town tonight.

THE PRESIDENT.—A motion might be in order to allow the Chairman to substitute other gentlemen in the place of ones who leave.

MR. HILL.—I move that the Chair be authorized to substitute the name of any other man or men to act in the place of members who cannot be present at the meeting of the committee, or who find it impossible to be present. (The motion was seconded and carried.)

THE PRESIDENT.—By the suggestion of some gentlemen, Mr. Hughes, of Minnesota and Mr. Hill, of Iowa, have been added to the committee. The gentlemen of this committee will meet sometime this evening. It is true that the American Can Company have their theatre party tonight, but the time might be fixed when that committee could meet tonight, say immediately after the theatre, for at least half an hour, to make their plans. As Chairman of that committee, I would, therefore, ask those of the ones who are present here to meet me in the corridor of the hotel at eleven o'clock, not that I am going to buy anything at all, but just to meet me to talk this thing over a little bit.

MR. WHITMER.—The convention has been a great success in every respect, and I would make a motion that, inasmuch as a large part of the enjoyment and success of the convention was the result of the courtesy shown us a number of organizations, that we tender the thanks of the joint associations to the Columbus Board of Trade, the Central Union Telephone Company, the American Can Company, the Continental Can Company, the Chisholm-Scott Company, and the Brokers' Association, and the management of the hotel. (The motion was seconded and carried.)

The meeting then adjourned.

PROF. LADD'S PAPER.

Mr. President and Members of the Packers' Association: It gives me pleasure to meet with you to-day, to be able to listen to the discussion of problems which are confronting the members of your Association, and at the same time to be able to place before you something of the views which have been forced upon myself as one who must stand for the enforcement of a food law primarily intended for the protection of the consumer. Such a law, however, is not of necessity and should not be antagonistic to the best interest of the packer. In fact, such food laws are a safeguard and a protection to him as they are to the consumer. Neither does such a law prohibit the manufacture of products which are to be made into blended or compounded articles of food. It only requires that such products be placed upon the market in their natural condition and under the true label.

In my experience in the past two years I have found that there are two classes of packers, the one who is trying to produce a superior article, who uses skill in the preparation of these products, who employes the most sanitary methods and whose goods when they come upon the market, under his name, are a sufficient guarantee of their worth. We welcome the goods from these houses to North Dakota as does every other state in the Union, and we recognize the obstacles which must be overcome in the conducting of such a great business undertaking as the preparation and distribution of the food products for eighty millions of people. We have no words of criticism for these packers, and they constitute the majority. Where they have been found using products not fully in compliance with the law, as soon as their attention has been called to the matter they have gladly changed, and we believe in every instance to their own advantage.

There is, however, a second class of packers who pack to sell *at a price*. These men have not always been as straight forward and honest in their business methods as those of the first class. The goods of such men are not always to be relied upon.

They may be "slops" sweetened with saccharine and made presentable by means of a filler. They may use an inferior quality of goods which the honest packer would not use. They have not been as careful with regard to methods employed in their factories and they have resorted to the use of chemicals, fillers, coloring agents, bleachers, and various products to cheapen their process. There is a legitimate opening for cheaper grades of goods, but there is no proper opening for goods falsely labeled or adulterated and intended to deceive the public. Fortunately this class of packers are in the minority, but their goods are in competition with those of the high grade packers and the honest producer has at times been unwillingly forced to lower the standard, which he would prefer to have, in order to meet competition.

Among the second-class of packers are to be found those supplying goods falsely labeled. Perhaps some fictitious name is employed, not only with regard to the locality in which the goods are produced and packed, but they may also be falsely labeled with regard to the name of the manufacturer. They will often go so far as to furnish to the retailer additional sets of labels in order that when one set has become discredited they may use the second. I have no terms too strong for the condemnation of such men and their methods. In their corn they will use a bleaching agent. They probably will use a filler and then sweeten the mass with saccharine and falsely label it and thus bring it in competition with the high grade products. In catsups they will use the waste products from a cannery which have been chemically embalmed for month, add to this some other vegetable matter like pumpkin or turnip and season it with the usual condiments including saccharine, but even then the product is unpresentable. They must now paint the whole mass red in order that it may stand upon the shelves in competition with the product produced from the pure ripe tomatoes under the most sanitary conditions and with the greatest skill that manufacturers and chemists have been able to develop in order to produce a superior product. As they stand upon the shelf the casual observer does not recognize the difference. Is this a fair treatment for the honest manufacturer? North Dakota says it is not, and I reiterate their statement. It is this second class of canners who are opposed to our food law.

The health authorities in nearly all countries are drifting towards the prohibition, not only of all colors in food products wherever there is a possibility of imitation or of concealing inferiority, but also to the prohibition of the use of all chemical antiseptics unless it can be shown that their use is justifiable and that the antiseptic employed is not dangerous and that its presence is made manifest by proper labeling.

There is no simpler food law in the United States than that of North Dakota. There is no more natural food law than the one

PROF. E. F. LADD.

which it is my duty to help enforce. There is no law more simple for the honest manufacturer to comply with, but I grant that the manufacturer of goods produced by the second class of packers dread to meet its requirements. The North Dakota pure food law simply says:

First. The label on your goods must tell the truth, the whole truth and nothing but the truth. Must give the true quality of the goods, the name of the manufacturer or jobber and the locality where produced.

Second. All coal tar is excluded, as also are colors of all kinds where their use tends to deceive the consumer or the purchaser.

Third. The use of chemical preservatives is prohibited, and if there is any necessity for the use of preservatives other than the well known and common condimental preservatives the manufacturer must justify it and show its presence on the label. Will they do this? My experience is that the majority of them will positively refuse to comply with the law and they will take every measure possible to evade it rather than to state, for example, on their cans "Sweetened with Saccharin."

I shall speak to you to-day on the broader principles of the subject dealing more particularly with the use of chemical preservatives, of saccharine, of bleaching agents, of coloring matter, and what it means to me are suggestions worthy of the consideration of those packers who would place upon the market goods of the highest grade and who desire to have the confidence of the public.

If there are obstacles to overcome which those of us in the enforcement of the law do not understand the matter should be placed before us frankly, not in a spirit of evasion, not in a spirit to attempt to cover up the real reason, but rather that we may have the actual facts whether it be in the overcoming of commercial difficulties or in cases incident to the manufacturer of such goods and of their

distribution. I say frankly that so many contradictory statements have been placed before me by various classes of packers and manufacturers that I have been confused and often unable to determine what the true facts of the case were. I have often found that men for sugar, no matter whether it be in small or large quantities, and the canners themselves, in general, have stated that they used it be-whom I have trusted with the most implicit faith have not always been frank in their statements. This is wrong, and leads to distrust and a feeling of uncertainty, and if this great Packers' Association, I mean those who are producers of goods known to be of first quality, goods which are free from adulterants, which are truthfully labeled, would give us their assistance there would be less necessity for friction between those whose duty it is to enforce the law and those whose privilege it is to prepare the food products for our nation's people.

So skilfully has the work been accomplished by some of those who have used chemical preservatives that it is well nigh impossible for the chemist to detect with certainty the presence of preservatives, although he may feel certain that they are present. I have not infrequently marked goods as "passed," not as legal, feeling uncertain with regard to whether they continued certain constituents which were foreign to them because not one preservative had been used, but several. There have been, however, goods on the market which have contained chemical preservatives in excessive amounts showing the careless manner in which they have been used by parties who have been entrusted to employ them where their use was thought necessary. When canned goods come to me, as was not uncommon two years ago, which cans had never been vented and resoldered again, I felt confident that some kind of preservative would be found in these goods and I was never mistaken. Yet the producers of such goods would insist that if anything was present it must have formed in the cans. The work of the Department of Agriculture in their experiments at St. Louis during the last season has confirmed my own results that these chemical preservatives are never produced in natural goods sealed up and then treated by the *usual* method for the preservation of such goods.

Again, it is a well known fact that certain food products do contain certain natural ethereal salts, the acids of which may be benzoic, salicylic, etc., but even if they do, they are present in such minute quantity that in the amount used in a chemical test their presence is not detected and are only made manifest when used in large amounts. Even cranberry sauce, which probably contains the largest amount of such compounds in its natural condition, when 20 to 50 grams of the product has been employed, has never yet in my laboratory given a reaction that would lead one to condemn the goods. It is only when from 10 to 100 times this amount is employed that one can expect to find a determinable quantity. There is therefore in my judgment no danger from mistaking any natural product in the food product for that which has been intentionally added.

PRESERVATIVES.

There are four general methods employed for the preservation of fruit and food products.

First. By drying and dessication.

Second. By means of canning and sterilization.

Third. By the use of the common household condimental products, such as sugar, vinegar, smoke, salt, etc.

Fourth. By means of the use of so-called chemical preservatives.

Of the first and second methods we need say little or nothing but may direct our remarks to a consideration of the principle involved in the third and fourth.

There has been much said with regard to the use of the well recognized condimental preservatives and, also of the chemical preservatives as well, which has very little for a foundation. Those who have been upholding the use of chemical preservatives have frequently asserted that they were no more harmful in food, or even less harmful, than was the case of salt, sugar and spices generally used for the preservation of food. A person who makes such an assertion as this must either be stating what he knows to be false or he has no knowledge whatever of physiological chemistry.

Salt is an absolute necessity to man as it is a constituent normal to the body. Digestion could not proceed for any length of time without the supply of this product, which is necessary, first to furnish the acids of the stomach, and second, the alkalies of the intestinal tract so as to neutralize the acid mass coming from the stomach.

Salt is the great regulator of the blood's density, and therefore to claim that this product is a poison to man is most ridiculous. When taken in excessive quantities it may throw an additional burden upon the kidneys in the process of elimination, but the amount of salt required per day for the average man is approximately one half ounce, and vegetable eaters generally need more than those who are heavy meat eaters. Those who live in the country usually require about three times as much salt per day as do the dwellers of the town.

Sugar is a highly concentrated food product natural in the foods of man and from earliest time sought for and used as an article of food because of its high potential energy, and the mere fact that a diseased person may not be able to use the sugar in the body is no more an argument against its use than would be the argument of those suffering from other diseases who are unable to utilize the proteids and so might affirm that their use would result in injury to a normal man.

On the other hand, to argue that boracic acid or sulphurous acid or salicylic acid are less harmful than the common condimental preservatives can not be based upon facts. In the first place each of these products are foreign constituents not normal to man, nor are they required for use in the body. It is true they are administered at times as medicines, but the function of a medicine is not that of food. It is to serve as an aid in correcting some abnormal condition that has arisen in the body.

I take the ground and maintain that chemical preservatives shall not be permitted even in such minimum amounts that it may be said that the occasional consumption of such foods would not furnish enough of these preservatives to injuriously affect the normal man, but rather that all chemical preservatives are to be prohibited where the use of these preservatives may be employed in food products and are at times employed in food products in sufficient quantity so that their continued use would prove harmful to a person with a weak stomach, with a run down system, with diseased kidneys, and in the case of a child as well as the normal man.

Dr. Wiley, chemist at Washington, has conclusively shown that with normal men, and with vigorous young men at that, 7½ grains of boric acid per day continued for fifty days will prove injurious, and is liable to render the person unfit to perform his duties. I have shown in Bulletin No. 63 of the North Dakota Experiment Station that meats were found to contain from 40 to 50 grains per pound of boracic acid. We have further shown that meats not infrequently have contained as much as 1.44 per cent of sodium sulphites. We have further found that there is at the present time on the market in North Dakota canned peas preserved with boracic acid which was employed in quantities that would be questionable in its effect upon an individual.

Following the recommendations of some of those who are putting out these canning compounds we have found that a person at a meal eating of either corn or peas so preserved might take at a single meal not less than 16 grains of boracic acid. Now add to this the fact that he may at the same meal have taken not less than 20 grains of boracic acid in his Hamburger steak, and who can say what would be the result even though these were the only constituents so preserved.

The claim is made that no one can point to an instance where chemical preserves in food products have proven fatal. On the other hand it may be asserted with equal positiveness that the use of chemical preservatives have been a considerable agent in causing those now prevalent American diseases: dyspepsia, indigestion, torpid liver, kidney trouble, etc. The use of chemical preservatives has come but gradually during the past fifty years. During this period there has been a rapid increase in the class of diseases which I have named. Now, I do not assert that the use of chemical preservatives alone has been responsible but other causes have entered in. It may, however, be fairly questioned whether these products have not been in some measure a causative agent.

Mr. Geo. Merck has recently said:

"Food adulteration is a crime and must be stamped out."

"Food preservation is a necessity and must be permitted."

With this first statement we are heartily in sympathy. I can offer no criticism on the second provided the method of preservation of food is such as shall not be injurious or produce injurious results for those who must consume them, and this must include the young, the debilitated and the convalescent as well as the man of robust constitution. There is not a food product on the market at the present time but what can be had entirely free from chemical preservatives and the more superior the product is the less likely it is to contain these preservatives.

We have no right to use chemical preservatives without the knowledge and consent of the party who is to consume the same. We have no right to use a chemical preservative which, from the best knowledge possessed, as the result of experimental investigations and the observations of hygienists or physiological chemists, which is considered as questionable. We have no right to use a chemical preservative where the food product can be properly preserved without the use of the same. This brings us then to a consideration of what preservative shall be permitted and in what products the use of such preservatives shall be tolerated and to what extent.

With our present knowledge it would seem, to me at least, that benzoic acid or benzoate of soda is the least objectionable, and that the amount to be used in any food product should not exceed one part in twelve hundred, and preferably to be kept below one part in two thousand. The use of this product might be tolerated provided it was so labeled, in catsups, ciders in bulk, and in a few cases to be determined by harmonious action between the manufacturers of food products, food chemists and those whose duty it is to protect the health of the people. Even before this product should be used in any food products or beverages there must a justifiable reason for it. It is not to be used as a means to save the application of more legitimate methods for preserving food.

In the busy season, to put down bulk goods, often not in the best sanitary condition, and to preserve the same with benzoate of soda until a more convenient time for working them up and then to dilute these products with undesirable material to bring the per cent of chemical preservative within a reasonable amount, and then to work these goods up and offer them for sale as fresh fruit, is not a justifiable reason for the use of any chemical preservative.

SACCHARINE AND ITS USE.

As to whether saccharine is an injurious constituent need not be considered at this time. That it is an adulterant in food products and beverages none can deny, and Mr. Merck has said: "Food adulteration is a crime and must be stamped out." With this we are in perfect sympathy, and saccharine is a fraud. It is used as a substitute cause it was cheaper than sugar. It has no food value whatever. It must be taken into the system and again eliminated as such, or at least but partially broken.

For two years I have sought for a reasonable excuse for the use of saccharine in food products, especially in canned corn. I am forced to the conclusion that saccharin is a fraud and that its use is to be condemned. I have based these conclusions largely upon the facts furnished me by packers and producers of food products and beverages and by the course which certain classes of these men have pursued.

In the early part of 1904 I sent out to 125 packers and jobbers a list of questions with regard to the use of saccharine or artificial sweetener in corn. The majority of the packers replied to my request for information and more than 70 per cent offered no legitimate excuse for its use and the majority of them were unfavorable to its use. It is true a few large packers insist that for them it is an essential. Other packers doing equally large business do not use the product at all.

Since one pound of saccharin replaces 550 pounds of sugar, it is evident that in the entire packing industry and in beverages saccharine has replaced an enormous amount of sugar in the aggregate without adding one iota in value to the food products and beverages furnished to the general public.

According to data furnished by reliable packers, if the corn is packed while still in a fresh condition and not piled up and allowed to ferment and the cans are properly sterilized, even though sugar is employed for sweetening, there is no necessity for spoilage. The use of saccharine permits of inferior grades of corn being used and this to come in competition with high grade sweet corn. I therefore maintain that saccharine is not a permissable product in any food or beverage, since it is an adulterant, and adulteration is a crime to be stamped out. I am aware that some of my hearers will differ with me, but I have based my conclusions upon data furnished by hundreds of interested parties and reputable physicians.

BLEACHER.

No food product, whether it be mushrooms, dried fruits, canned corn or asparagus has its quality improved by the use of a bleacher. Food products to retain their highest quality must be in a natural condition and therefore free from any added constituent which will destroy the natural delicate flavor and aroma. I quote from one prominent packer who has always been opposed to the use of any bleacher and his words are as follows:

"I notice that your department condemns bleacher, and I am glad of it. Compel every packer to keep free from this article which is the main standby of the careless and indifferent packer, and those who use extreme cleanliness and care in the effort to reduce time and temperature, in order to save color, will receive some reward for their painstaking. If a man's raw material is in poor condition, his factory filthy, he must increase his time and temperature in order to make sure complete sterilization. This means a dark brown color, but if he uses the bleach he can cook for hours and turn out an article of pearly whiteness to compete with the man who packs a straight article."

Our people have been falsely educated to depend upon color instead of flavor and in the case of corn, mushrooms, etc., upon the whiteness produced in them rather than upon the quality and flavor. Until today it is said by foreigners that the American people care nothing for flavor but depend wholly upon the appearance, while the French seek naturalness and do not prize qualities which add nothing of value to the food. As I have stated elsewhere on several occasions, it has been clearly shown that sulphites are injurious, and according to the Imeprial Health Office of Germany "The preserving materials which contain sulphites possessing pronounced toxic effect, which consists of local irritation to the gastric mucus membrane and in an injury to the blood system." The consuming of no more than .5 of a gram of sodium sulphite is accompanied by a general indisposition and digestive disturbances. "The conclusion of our own Dr. Harrington of Harvard Medical College will confirm this statement and therefore it must be said that the use of sulphites is a food adulterant and at the same time harmful especially to those who are weak or indisposed.

It is better that the corn, mushrooms, asparagus and dried fruits be somewhat dark but possesed of their natural flavor rather than to be adulterated and with a constituent which is known to be harmful. But, some will say, we do not use enough of this product to prove harmful, and such an assertion has recently been made by Dr. Calm in his pamphlet on "Sulphurous acid and Sulphites as Food Preservatives." We shall have to contradict these statements as the result of our own findings were instead of as he has said that not to exceed 0.075 per cent of sodium sulphite is necessary for use in meat. We have never found so low an amount as this, while we have found as high as 1.44 per cent and in a large number of cases an average of .5 of one per cent and on the same basis we have found as high as 1 per cent in some of the fruits.

ARTIFICIAL COLORING.

I firmly believe we are rapidly approaching a period when artificial coloring of all natural food products will be abolished. Colors may be continued to be used in deserts, etc., and few like products. Color added in minimum amounts to certain food products where the color has been in a measure destroyed by methods of preserving, may not prove prejudicial. But in the majority of cases the addition of color is for the purpose of covering some defect. In at least 90 per cent of the cases which I have examined, amounting to several hundred, the only purposes which coloring served was to aid in perpetrating a fraud, to make possible adulteration. Its use has made it possible for the food compounder to imitate every class of products now on the market. He colors his inferior coffee with anilin dyes; he prepares cheap acids and colors it in the same way to imitate cider vinegar. He adds his color to synthetic ethers to give them the appearance of the natural fruit flavors for soda fountain use. He mixes together his citric acid and chemicals and produces thereby his artificial ciders. From the waste products of the factory with glucose, apple jelly, starch paste, etc., he produces every grade of preserves, jams, jellies, etc., without giving to them the value of the true product. The butter maker has added coal tar dye that his product may command a better price, and deeper and deeper they have colored these food products until at the present time the general public rebel. It is said that the consumer demands this class of goods with bright colrs. If so, it is because of the perverted case encouraged and fostered by manufacturers who should have rather encouraged the consumer to look for a natural product. To me these bright colors, instead of being enticing are a badge of inferiority. They cover up defects and abuses which it has been the purpose of the manufacturer to hide.

I am therefore opposed to the use of coloring matter of any kind, but admit of the use of harmless vegetable colors where the same are not intended to abet in perpetrating a fraud, or, in other words, where the colored product is not to be placed in competition with the natural food product. To color vanillin and tonka for instance with burnt sugar, is for no other purpose than to make it possible to sell the same as vanilla extract.

As to the use of coal tar dyes I am now and have been for years, opposed to their use. Some of them may be without harmful effects, but certainly this is not true of all. A recent investigation by a European investigator with 50 of these dyes or colors used in experiments on man and dogs for a period of from 8 to 14 days demonstrated that 30 per cent of the 50 dyes were poisonous since they caused marked symptoms of poisoning, 40 per sent of these dyes were regarded as harmful since they cause serious functional disturbances, vomiting, diarrhea or excretion of albumen in the urine.

Since in food products it is not always possible to determine with certainty which particular dye has been used, then why should the burden of proof be thrown on the consumer or on the food commissioner to demonstrate the harmfulness of these dyes, why should they not all be excluded?

One of the most popular lines of European dyes sold in this country was condemned at Harvard University and their use abandoned by a manufacturer of Boston, because it was shown that these dyes were not pure, and yet this very dye is most generally advertized and claimed to be absolutely pure and harmless. The death of one child, at least, during the past year in North Dakota, is due directly to coal tar dye taken in a small quantity of butter color. One lady student in my laboratory was made sick by eating candy which contained no other constituent that could be classed as harmful aside from the coal tar dye.

The public demand that the use of this class of colors be discontinued. Canners and manufacturers should not hesitate to meet this demand and to cultivate the tastes of the people for the natural product, at least those canners and packers who are producing high grade products. It will not do to substitute other dyes where abuses are soon again to spring up in some new form. It is far better to come back to the first principles and educate the pubilc right.

It has been said that the presence of the high colors in our food products make them more palatable and and digestible. Flavor and aroma no doubt exert an influence on digestion, and probably color, if there is something nauseating in its appearance, but not otherwise. A highly colored apple, faced with red is not more popular with cultivated tastes than the early harvest, the pippin or the greening. Do we rebel at the rough and scurvy coat of the russet when our tastes have been cultivated for this product, or are not some of the white grapes as attractive and delicious to the taste as are the Concord or the Catawba? This is more a habit or custom from education rather than from any influence exerted upon the appetite and so effecting the digestion.

Should the man who makes catsups from skins and waste products of the canners with added pumpkin, starch paste, etc., be permitted to color it to resemble the product produced by the honest manufacturer from ripe tomatoes under the most sanitary conditions and highest skill which he is able to employ? You do not believe that such is right neither does the consumer. The only man who does so is he who would perpetrate a food fraud, and a man speaking in the interest of the canners and packers of the United States has said: "Food adulteration is a crime and must be stamped out." The honest manufacturer and producer of food products will abandon the use of these objectionable artificial colors, but the producer of

adulterated goods will fight for their continued use, and it will be an easy matter in this way to determine who are honest producers and who are dishonest.

THE IDEAL FOOD LAW.

The ideal food law, it seems to me, is not one made up of special enactments applying to each and every individual class of food products, but is rather a law general in its scope and so clearly worded in its form as to be applicable to all classes of foods. Such a law is simpler, more easily enforced, and better understood by those who have to prepare goods in compliance with the law. The law should have as its underlying basis three great principles.

First. The correct and truthful labeling of each and every food product. Fictitious and misleading names, even for compounds, should not be permissible. The label should show by whom the product is packed, where it is packed, the quality of the goods and the net contents.

Second. The use of chemical preservatives, other than the long employed condimental preserving agents, should be prohibited except when their use is an absolute necessity for the proper preservation and care of the goods. If at any time a preservative agent is necessary, only such preservatives should be employed as is shown to be the least objectionable and in such minimum quantities as will serve the purpose. I would bar the use of all chemical preservatives in foods and beverages as far as possible. It has been shown that food products can be preserved and put commercially upon the market without the use of such preservatives, and the same is being done repeatedly by houses of good standing. In the case of such products as possibly catsups, crushed fruits for the soda fountain, etc., where a preservative may be deemed essential, then the least objectionable one should be employed. It seems to be generally conceded that for the present, at least, benzoate of soda may be the safest. Where such a preservative is employed its presence must be clearly shown upon the label in order that the consumer may know of its presence, for he should not be obliged to make this discovery for himself. To state that it contains a preservative, in type so fine or obscure as not to be observed except by careful scrutiny, is not right.

Third. The use of all coal tar dyes should be prohibited for reasons which I have already mentioned, and the use of all other dyes should be prohibited in food products or beverages where their presence would deceive the purchaser as to the character of the product.

The addition of foreign matter or the abstraction of matter from a substance would be clearly classed as adulteration unless the product be properly labeled. All preparations of standard compounds should conform with the official methods for the preparation of these products otherwise they should be classed as adulterated or falsely labeled. Such, it seems to me should be the basis for all food laws, and I maintain that no honest manufacturer can legitimately claim that such a law is unjust to the consuming public or the retailer who must handle these goods.

SOME SUGGESTIONS.

If I may be permitted to do so at this time there are a few hints and suggestions which I would throw out for the guidance of those who would have their goods meet the requirements of the western trade. I believe that within the next few years only those goods which meet these requirements will find a market in our northwestern states, for public sentiment is rapidly shaping to condemn all goods that are not standard and the women's clubs and State Federation of Women's Clubs, and the leading papers are powerful factors in shaping public sentiment in the right direction, and all are giving attention to this subject and are seeking for information which will help them throw light upon the character of the food products offered for sale upon the markets.

Truthful Labeling.—Let the label on your goods be truthful. Let it show the true character of the goods for when the product is examined the public are sure to condemn it when found falsely labeled. Let the label show the true name of the manufacturer, the true place where the goods were produced. If one locality has a reputation for a superior grade of goods it is unjust for some other locality to tread upon the reputation of its sister community. Fictitious names hould be abolished and we should build a reputation for home products and not try to deceive by selling the goods under a false name. Cotton seed oil is a good food product; why not push it to the front instead of trying to palm it off for olive oil? Glucose, if properly made, is not an undesirable food product, then why try and deceive the public into believing that it is New Orleans molasses, sorghum, etc?

Preservatives.—The use of all chemical preservatives should be discontinued. Some of the preservatives have been demonstrated to be harmful, others are questionable. The public are fearful lest they prove injurious, and when one may take from 10 to 15 doses of these various preservatives in the several food products which we would consume per day there is just cause for apprehension, and with the preservatives, I would class saccharine, for at best it is a fraud.

Coloring Matters.—The use of all coloring matter foreign to the product should be discouraged. The public should be educated to depend more upon the flavor and aroma, upon naturalness, and not artificial conditions. Even in butter the use of all coloring matter should be discouraged, and in North Dakota the use of coal tar dye butter colors is illegal and their use has been condemned for the past year. We hope to see the last of these colors driven from the state during the present season. Some of the goods otherwise of good quality, have been so highly colored as to be obnoxious to those who have cultivated their taste. Again those products which contain coal tar dye in the quantity now used are often found to leave a disagreeable aftertaste in the mouth. If the public do not want these products then why go to the additional expense of using them.

Bleaching Agents.—The use of bleaching agents has become very common, especially the use of sulphurous acid or sulphites, but these are not the only agents used at the present time and others will in the near future begin to attract attention. The flavor of corn, asparagus or dried fruits is never improved by the use of any bleaching agent. It may be made more attractive to the eye of the person who has been falsely educated, and I hold the manufacturer in a large measure responsible for the present unnatural demand for a class of products bleached as are some of those now on the market. The French do not take bleached mushrooms. They seek for a natural flavor. Americans seem to eat mushrooms because they look white and not because of the delicate flavor. Let the goods be prepared with care and leave them in their natural state.

Fillers.—The use of filling agents such as corn flour in corn or starch paste in jellies and catsups or glucose in preserves and jellies is no less reprehensible than the mixture of cotton seed oil with olive oil or of oleomargarine with butter. This practice will have to be dropped or the public will discontinue the use of canned goods or resort to the preparation of these products again in their own home as has been done more generally in North Dakota and sister States during the past year. This Association owes it to themselves to discourage this practice and should see that the members of the Association pack goods of a recognized standard. With corn as plentiful and cheap as it now is, why should one-third of that in North Dakota have a starch flavor?

Net Weights.—Every package of food products or beverage placed upon the market should show the net weight as well as the quality. Perhaps this is less important in canned goods, staple goods, like corn, fruits, etc., than it is in many other lines, nevertheless there is tendency to abuse in this direction of late, and such a course should be discouraged by those who are interested in the preparation of food products.

Quality of goods.—On every package should be shown the true quality of the goods. The standard established should be one that is generally advertised for the information of the public and the public should be taught to recognize the difference between the different grades placed upon the market. At the present time there is a very marked difference between the goods put up under the same general brand by different houses. This is wrong and leads to confusion and to the injury of those who are trying to furnish a superior grade of goods. It permits of abuses by jobbers who are not disposed at all times to be truthful or who are willing for a price to sell goods to a merchant without considering that their standing with he merchant will in the future be injured.

As a last suggestion I want to say that if packers would generally adopt a guarantee for use on their label they will find it much to their advantage. This guarantee would read as follows: "We guarantee the contents of this can to contain the following constituents and none other." Then should follow an enumeration of what is contained in the can. For example in the case of corn it might read as follows: "Sweet corn, water, sugar and salt." The public would have confidence in such a guarantee. The food officers would soon learn to know that goods honestly put up by a house under such a guarantee coud be depended upon to be free from preservatives, coloring matter, bleaching agents, fillers, etc.

If the goods were mixtures of products of recognized food value there can come no harm to the house willing to let the public know what the constituents are and even in cases where glucose has been used the percentage should be clearly indicated, or where the product is a mixture of apple and glucose jelly. With such a system of labeling as I have indicated there would be a large increase in the consumption of canned goods. The public would again regain confidence and the great manufacturing establishments of the country would find that instead of being in antagonism to the food officers of the several States they would have their unanimous support and the canners would give to the food law the same support that is to-day accorded by the retailers and jobbers in North Dakota. Petty jealousies and misrepresentation by those who have been living on the reputation made by honest manufacturers have been the cause of most of the dissension in the rank of manufacutrers and has been the cause of creating distrust in the minds of the consumers. It is the duty of every honest man interested in the welfare of our people and in building up the great food conserving industries in the country to meet this question fairly and not be swerved from what is right, by the few who will be exposed in the enforcement of a natural pure food law.

Before parting with you I wish to say that North Dakota desires to extend a welcome to some packer who will come to that State and introduce the packing industry, for nowhere can there be grown more luxuriantly and better types of peas, beans, garden vegetables and corn than are grown in the fields of North Dakota. Our experiment station will afford you their assistance in the work of establishing such an industry, and the people of the State will assure you of an open market for your finished products and a good supply of the raw material.

Meeting of the Machinery and Supplies Association.

Held in the Eastern Hall, Friday, February 10, 1905.

President Fred. H. Knapp called the meeting to order at 8 o'clock P. M., although there was not a full attendance present.

The first matter to come before the meeting was the reading of the minutes of the last meeting, and as these embodied the report of the Secretary-Treasurer, we herewith reproduce them:

STAFF'S REPORT.

The regular annual meeting of the Association was held Friday, February 12th, 1904. President Knapp called the meeting to order. The minutes of the previous year were read and approved. I suppose all of you are right glad that this convention is so nearly over. I expect that you are all pretty tired, and I promise you that there will be no "stunts."

CHAS. A. SUYDAM.

President Machinery and Supplies Association.

I am glad to say that I believe all of the Associations have had a good time and that harmony has prevailed, and that we will go into the next year with a determination to effect an organization of which we may be proud. I would suggest a little motto,—"Let each help." I think that if each Association would help the other, nothing could prevent us from having a good organization.

The next thing in order was the report of the Treasurer, which was accepted as read.

The net regular order of business was the election of officers. The elecion was as follows:

Fred H. Knapp, Chicago, Ill., President.
John R. Freeman, Chicago, Ill., Western Vice-President.
E. M. Lang, Portland, Me., Eastern Vice-President.
John T. Staff, Terre Haute, Ind., Secretary-Treasurer.

The above officers thanked the convention for the courtesies shown them, and promised to do everything in their power to make the next convention, if possible, an improvement over his one.

The next thing brought before he convention was the matter of allotting space to each exhibitor and this was discussed pro and con, and it was moved and seconded that the Chair appoint a committee of three to adopt resoluions for the best method of allotting space to members in the Exhibit Hall. The Chair appointed on this committee, S. F. Sherman, Chas. Ams, and E. M. Lang.

The next thing in order was to appoint a committee on resolution in reference to deceased members of our Association. I appointed on this Committee: Fred Wild, Jr., F. G. Dickenson, and A. B. Hohman. This sad duty has been memorized by the concert given by the Chisholm-Scott Co., and I wish to voice an opinion, that this action was very appropriate and something which was appreciated by all.

I wish to pay tribute to the memory of our dear friend, Jack Chisholm. It was only two weeks before the death of our beloved Jack that I met him in Chicago in Mr. Denning's office, and I invited him out to lunch with me. You all know his generous nature. He said, "No sir, you go to lunch with me," and I did. He was on his way home from the West. We were in a reminiscent mood, going over the matter of conventions. He was eager to get home to his family. I remember that he looked forward very keenly to the coming year. It was a great shock to me and to all in Chicago when we heard of his death, and I know that we all miss Jack Chisholm.

The executive committee will remain as before,—Chas. Suydam, R. P. Scott and J. M. Colbert.

On motion, the meeting adjourned.

TREASURER'S REPORT.

Terre Haute, Ind., February 1st, 1905.

Cash in Treasury last report	$ 16.73	
Collected from members after report was made	200.00	
Members paid to February 1st, 1905	750.00	
		$966.73

EXPENSES.

Printing circulars	$175.00	
Printing stationery, etc.	33.20	
Stamps, telegrams, etc.	73.20	
Three trips to Chicago	47.50	
One trip to Cincinnati	15.00	
Three trips to Columbus and expenses	70.00	
Certificates to R. R.	17.00	
Rubber Stamp for R. R.	1.25	
Badges	43.20	
Freight from, drayage and storage on trusses at Washington, D. C.	187.65	
Decorating Hall	20.00	
Expenses at Hall	20.00	
Express and drayage on packages	11.30	
Printing program last year	4.50	
Making 250 blue prints of hall	25.00	
Salary	200.00	
		$938.80
Balance		$27.93

Mr. Scott: I move that the report be accepted as read.

Seconded and carried.

Mr. Bissing: As Mr. R. P. Scott has been unavoidably detained, and as he is the Chairman of the nominating committee for the officers of the Association for the year 1905, he has requested me to read his report, which is as follows: For President, Mr. Suydam; for Western Vice-President, Mr. Freeman; for Eastern Vice-President, Mr. Chas. Ams; for Secretary-Treasurer, Mr. John T. Staff, Sr.

On motion, seconded and carried, the above gentlemen were declared elected, and the retiring President Mr. Knapp, appointed Mr. M. B. Ayars as a committee of one to escort Mr. Suydam to the Chair.

JOHN T. STAFF.

Re-elected Secretary Machinery and Supply Association.

Mr. Freeman: I move that a vote of thanks be extended by the Association to our retiring President for the excellent work he has done.

Motion was heartily endorsed.

Mr. Ayars: I move that a vote of thanks be extended to the Telephone Companies for the courtesies extended this Association during the meeting. Motion was seconded and carried.

Mr. Knapp: I move a vote of thanks be extended to the Columbus Board of Trade for their efforts to make this year's meeting a great success. Motion seconded and carried.

Mr. Bogle: I would like to inquire as to the method pursued in allotting space to the various exhibitors in the Machinery Hall.

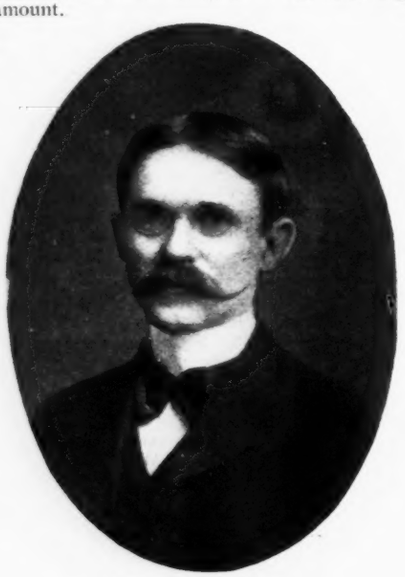
Secretary Staff: It is the usual custom, after all have signified their intention to exhibit, to allot each as much space as the hall will allow. For this reason those who apply first, naturally secure the better locations. There will be an arrangement made to charge for extra space used by the exhibitor in the future.

Mr. Bogle: What I wish to ascertain is, what is the nature of the committee appointed last year to act upon this question? What is the exact wording of the resolution under which this committee works?

Mr. Staff thereupon read from the minutes of the previous meeting the paragraph pertaining to this committee.

Mr. Suydam: I would like to ask Mr. Sherman, who is Chairman of this committee, if the committee is ready to report.

Mr. Sherman: The committee has agreed that an extra charge be made for those using extra space, such charge not to exceed $25. But in as much as some have no space in the hall, they should pay but a small amount.



FRED. H. KNAPP.

Retiring President Machinery and Supplies Association.

Mr. Ayars: I would like to offer a resolution that the dues of the Association be retained at $25, whether the member exhibit in the hall or not; and that those in the hall wishing to use more than their proportionate space, be charged for this extra space as follows: Up to 100 feet extra 3c. per foot; from 150 to 950 at 2c.; over 1,000 feet, 1c. per foot.

Mr. Trench: It seems to me that the simplest way to settle this question of a deficit is to charge a pro rata amount to each member for the space he occupies. This is easily determined when the amount of the shortage is known.

Mr. Ayars: My reason for making the motion as I did was that exhibitors might known just how much extra they would have to pay.

Mr. R. P. Scott who had entered the hall during this discussion then asked the committee just how they expected to settle the matter.

Mr. Sherman: The committee recommends that the Secretary charge for all extra space, in addition to the regular amount of $25, for an allotment of one extra space, $7.50; for two, $10; for three, $12.50; for four, $15.00; for five, $17.50; for six, $20; for seven, $22.50, and for eight or more, $25.

Mr. Trench: I move that the recommendation as made by this committee be adopted.

Mr. Scott: I second that motion.

A member asked what a "space allotment" would consist of, and Mr. Sherman replied that the division of the space in the hall, as heretofore, would have to be left to the discretion of the Secretary, and the size of each space would therefore depend upon the amount of space in the hall and the number of firms exhibiting.

Mr. Staff: That is exactly what I have been working for for a number of years, and is just what I want.

Mr. Suydam: If there is no other business before the meeting, we will adjourn.

The E. M. Lang Co.

The man who has probably shown the greatest amount of progressiveness in relation to solder for canners' uses is Mr E. M. Lang, of the E. M. Lang Co., Portland, Me. Not content to follow along in the well beaten paths of "the same old thing in the same old way," he brought out Never Slip Solder for the capping machine in 1902, and everyone has since recognized its value. At the Washington Convention he made an immense hit with this, and then began to be circulated rumors that Lang had something new up his sleeve, that he would "loop the loop." And so packers were on the qui vive this year as to what this new thing in the solder line would be.

The accompanying illustration shows Mr. Lang and his new invention. It will be noted he is holding in one hand a ring, while the other rests upon a can, holding up a cap. The ring is a circle of solder, made and formed to fit exactly in the cap crease of the can, and upon this is placed the cap. This insures the perfect soldering of every cap, with no possible air holes to cause trouble. The ring which Mr. Lang has termed "A Composite ring Cap Solder" may be used with any cap, and any can, and there is no waste of solder or extra expense attached to it. In sending us the photo, he inscribed upon the back "I take off my cap to the Composite Ring Solder," and no doubt so will many others.

It is these methods that have caused the Lang Company to forge ahead as it has done. For only recently they were compelled to move into a large new building, in order to keep pace with the increasing business. When the late, much respected E. M. Lang Sr., started the solder making business years ago, he was one of the first, if not the first, in the country to make this article, and it is to him that many of the machines now used in its production, are due. This factory sufficed for their purpose for a number of years, though added to and enlarged from time to time. But this adding and enlarging could not go on indefinitely, and last year Mr. Lang realized that it would be necessary to build a new building. The present handsome structure, three stories, with ample floor space is the result.

Never Slip Solder has had an immense sale, and is increasing each year. Its great claim is that it will not slip, and consequently be wasted or not a sufficient amount be applied to each can, in the capping machine. With Never Slip the supply can be regulated to a nicety and be maintained.

E. M. LANG.

Progressive packers like progressive methods and this Composite Ring will undoubtedly find a ready welcome in the industry, as tending not only to insure better capped cans, but to facilitate and hasten the work.

He has built his new building upon a rock, and he seems to be building his new ideas upon the same kind of a basis.

Every packer at the Convention probably got a souvenir and at the same time a sample of this new ring, and also a piece of Never Slip, put up in a neat little box, covered with tin foil paper to resemble solder. The box lid bears this legend: "1902 Never Slip Wire Solder, food thought for capping cans. 1905 A Composite Ring Cap Solder, your answer."

Exhibition of Machinery and Supplies

——HELD AT THE——

Columbus Auditorium, Columbus, O., February 8-11, 1905.

The exhibition of canners' machinery and supplies was not the least attractive feature of the great canners' convention held in Columbus, Ohio, last week. Indeed so interesting was it that some packers complained that it detracted from the meetings, but in so large a body of men it must not be wondered at that so beneficial a feature should arouse some objection in some mind.

But for the exhibit itself there could be no objection or complaint as it was large in point of numbers exhibiting, and the machines shown, well displayed and all in perfect working order, and most interesting to the progressive packer looking to an improvement in his pack, and in the time in which it takes to get it up. For all now recognize that the severe competition compels the progressive packer, or the one who expects to succeed, to keep his factory as mechanically perfect as it is possible to do. And this exhibition showed him the latest and best inventions looking towards that end.

There were some new and novel machines shown, and all of them most useful.

The arrangement of the hall was not much different from last year—the exhibitors requiring power were arranged down the center, with two lines of shaft on either side, the supplies and those machines which had independent power were stationed on the outside of this center.

For the information of those who did not attend either this year or last, we would say that the hall used for the exhibition was a long low, one-story building, usually used for army drills, etc., being about 125 wide by about 200 feet long, with a balcony along both ends and one side. To the left as you entered the hall was situated a stage, which, however, afforded room for a number of exhibitors.

Upon entering, the first exhibit to catch the attention was that of the

Chicago Solder Co.

Formerly the Kester Electric Mfg. Co., of Chicago, Ill. This firm had a very neat machine arranged so as to show their Auto-Tipper, which uses the new self-fluxing solder manufactured by this firm. As its name imples, the little machine automatically tips each can as it passes, working with seeming human sense, never missing a can but never attempting to tip one when one was not in place. The solder is fed to it from a spool, and as the cans pass before it in a continuous stream, the iron or steel tips each one without stopping the procession. It is designed to work after the capping machine and has a capacity equal to any capper. They also showed what they termed a combination tool, which is virtually a small forge for repairing purposes, including a bellows, an anvil, a forge, etc.

Passing around to the right of the hall, and confining our attention first to those in the inner circule, those using power, the next exhibit is that of

Ferrell & Co.

of Saginaw, Mich., who had on exhibition one of their pea cleaning machines. This machine in general appearance resembles other machines of this kind and the recommendations the firm show testify to the good working of the machine.

Quite a number of these machines are now in use, as packers have long ago recognized the value of the work they do.

L. & J. A. Steward.

of Rutland, Vt., was the next exhibit attracting attention. The Messrs. Steward were in attendance, and were showing one of their seaming machines, a part of their Sanitary Can Making System. This is always an interesting machine, and the firm the past year has met with remarkable success in connection with the sardine industry, having supplied hundreds of machines, and they are still far behind in their orders. Even the newspapers of that section have commented upon the installation of these new patent can making and sealing machines, stating that many additional factories will have installed them before the new sardine season arrives.

While particularly adapted to the sardine line, it is also extensively used in other lines of canned goods. It makes the regular sanitary can with the full top open, sealed without solder or acids, and is now being used by a large number of packers with success.

An exhibit that always attracts attention was that of the

Burt Machine Co.

of Baltimore, who had a number of their Labeling Machines in operation. They are showing a number of improvements for 1905, among others a neat electrical device, or motor, by which the machine can be driven, and at the same time the surrent is ued to heat the paste receptacle to just the proper degree. All the power required may be obtained from an incandescent lamp. The Labeler may also be run by hand, with ease and yet at a high speed, as was shown during the exhibition.

The work these machines do is beyond dispute, and each year finds the machines making more friends, at the same time retaining the old. The genial "Col." J. H. Whitehurst was on hand explaining the merits of his machines and meeting his many friends, and his happy smile betokened the full share of orders he was taking care of. He was ably assisted by Fred Wild, Jr., whom everybody knows, and both were kept busy with the crowds eager to see the machines in operation. For these machines have come to stay; the packers recognized the valuable work they do.

A machine that possibly attracted the most attention in the whole exhibit, because it was the newest—the latest out—though not unknown heretofore in the industry was the

Ayars Continuous Capper.

made by the Ayars Machine Co., of Salem, N. J. The new capper stood just back of the large clock made entirely of pins and exhibited by the Chicago Solder Co., and was therefore right in front of the visitor as he entered the hall.

Being one of the new machines, shown for the first time this year, it attracted attention, and Mr. M. B. Ayars, who has been a familiar figure at all Conventions for years, was justly proud of his new offspring, for the work the capper did was satisfactory to all who saw it, and its new and improved features appealed to all. The machine was in almost constant operation from the time the exhibit opened, and it ran without a hitch or breakdown of any kind.

The feeding arrangement is simple yet effective, working with a star wheel which pushed the cans onto the moving belt as fast as they are fed, preventing any jamming or necessitating any manual adjustment of the cans. Placed anywhere on the moving table, they will be fed into the machine without further attention. Passing along they are wiped clean with the Ayars Wiper, and are automatically fluxed, but only after the can has come into position. Should there be a break in the run of cans, the fluxing device holds up, preventing any drip or waste of flux, until the next can comes on. Passing this the cans are pushed onto the table by the belt until the number running is completed, whether it be two or up to twelve cans at a time, when the cans are automatically pushed under the steels. Each can has an individual pusher, and the machine may be arranged to run only two cans at a time, if the pack is small, with a corresponding number of steels heated and solder fed, or for any number required. A difference in operation is shown here. After the cans are pushed under the steels, they are raised up to the steels instead of being lowered to them. This operation completed, they are lowered, the caps being held in place, and are moved forward, until the next row has been capped, when they are pushed onto the moving belt and carried away.

A packer looking at the machine, and noticing the can pushers, which protrude a few inches, asked if they were organ pipes, as they somewhat resemble them, and the operator replied that they were, and that they would play a tune that would be heard throughout the land this year.

Another new machine the Ayars Machine Company were showing was the Ayars Rotary Pea Filler and Briner. This machine also attracted attention, as it is built low enough to allow the dumping of peas into the hopper without having to climb upon a platform. The cans pass in at one side, are filled from the general hopper by a series of funnels, in which work a number of little fingers to dislodge any peas. Passing around they momentarily stop and are brined by a simple arrangement that can be set to supply any amount desired. The operation is really done by two of these arrangements in order to present flooding. The machine is easily accessible to all parts and does rapid, neat work. As soon as the cans are brined, they pass out of the machine to the capper.

Another machine, though small and simple, did effective work and was known as a Can Cleaner, for polishing the outside of the cans.

They also showed their well-known Rotary Pea Filler, and a line of can-making machinery, including a Seamer, a Tester, Power Rollers, and Press, and last but not least the famous "King" Tomato Filler and the Stevens Tomato Filler. We doubt if there are any packers not familiar with these two machines.

Morral Brothers.

of Morral, Ohio, always have an interesting exhibit, particularly to corn packers because of the Green Corn Cutter, which is well known throughout the industry, and to all other packers as well by the various other machines they show, not least among which is a lebeling machine.

The Morral Green Corn Cutting Machine is made in two styles, known as No. 1 and No. 2, the difference being the size of the cutters and scrapers. No. 1 has one set of scrapers and is the same size as the cutters that are now in general use. No. 2 is a larger cutter,

has two sets of scrapers and will do better work, as it will scrape the cobs better, and will save enough corn over the old style, so it is claimed, to pay for itself in a short time.

One of the new machines of the convention was one for cutting the butts from the corn, before husking, thus greatly facilitating the operation of husking and allowing the huskers to clean up more quickly and better keep the machines going. It is a simple machine and they claim does rapid, neat, work.

The Marral Continuous Can Wiping Machine is quite well known in the business, and is claimed to be the simplest constructed machine on the market. The machine is adapted to any size can and the change may be made quickly. It is fed by hand or can be connected with the automatic feed from the filler.

The Marral Labeling Machine is offered the trade with the endorsement of having been run most successfully in their own factory. It has but one paste box and uses common flour paste. The machine is substantially built, and is guaranteed to do as much good work as any machine on the market when run according to directions.

The next exhibit encountered was that of the

Bethlehem Hoist and Conveyor.

manufactured by the Bethlehem Foundry and Machine Co., South Bethlehem, Pa. This is a useful machine about any canning factory, serving the purpose of a crane to lift out or into the process kettles the cages filled with cans, or to carry any heavy weights in the factory. In storage warehouses or in places where heavy weights are to be moved this machine will be found to do its work finely and with satisfaction, and at a saving of time and labor. It is so arranged that it will pick up a load at any place and deposit it where desired, the lowering, carrying and raising devices being all managed by one man at the end, by means of levers. It attracted quite a number of visitors and seemed to work to the satisfaction of all who saw it. The Bethlehem Foundry and Machine Co. make a full line of Electric Hoists and Conveyors, elevators, travelling cranes, etc.

One of the most striking exhibits was that of

The Huntley Manufacturing Co.

of Silver Creek, N. Y., their line of immense machines running from one aisle to the other, and all of them working in perfect order. Their Mr. Cranston was there to explain the merits of the machines shown and was kept busy with a crowd during the whole time. They showed an entire line including a Pea Grading Machine, A Pea Cleaner, a Monitor Whirlpool Blancher, a Monitor Whirlpool Washer, two styles of String Bean Cutters, a String Bean Grader and String Bean Can Filler.

All the Montor machines are well and substantially built, and their extensive use among pea and bean packers testify to their worth.

The idea the manufacturers of these machines have worked for and secured is a uniformity of grades, a most important thing in the packing of fine peas, or beans. A feature of the Monitor Pea Grader is the construction of two vibrating shoes in one frame, both of which are driven by one shaft by which a compensating motion is secured that preserves a perfect balance.

The shelled peas are fed into the hopper, they pass through a vibrating feed valve which distributes them in a thin, even stream, in the air suction leg where a strong suction from the fans carries pieces of pods, leaves, stems, etc., to a separating tip under the fans. The peas then fall to the distributing seive, which divides them into two grades, one of which passes through the seive perforations and goes to the first grading seive, and the other which tails over and goes to the second shoe. The top seive passes all peas, except those which tail over, establishing one grade, to the next seives which tail over another grade in a similar manner to the first and so on. The finest grades, as will be seen, pass several seives and therefore are noteworthy for their wonderful uniformity.

The Green Pea Cleaner is especially adapter to pea canners, as it may be used either before or after the grading has been done, or after the blanching. It removes all foreign matter and leaves the peas in a clean unbroken condition.

The Whirlpool Blancher is another large machine, constructed most of iron and wood, and used to give the peas their first cooking or blanching, and is a new machine brought out by this firm, and like the others, has the full endorsement of the firm as to the work it will do. The Washer is another machine, used to clean the peas of any objectionable matter and to put them into prime condition for canning. In general appearance it much resembles the Blancher, though smaller in size.

The String Bean Cutting Machine is of value to any packer putting up this line of goods. They claim for cutting coarse grades of string beans and the larger grades of butter beans it has no superior. It operates positively and cuts the beans to uniform lengths, and with an almost unlimited capacity. The String Bean Filler has a capacity of 25,000 cans per day, and it may be used in addition to this for filling apples, rhubarb, pineapple, beets, plums, blueberries, black raspberries, cherries, apricots, etc., and so is a most useful machine in any factory.

One of the largest machines, in point of size, shown on the floor was the Automatic Can Tester made by

The L. Benedict Co.

of Chicago, Ill. It works automatically, stopping if the cans cease to go into the tester, and starting again when the cans come down the run way. It will throw out all bad cans, automatically, and will handle square or round cans. It will test 30,000 cans per day, and it is claimed it is impossible to get a bad can among the good ones. It requires no operator.

The next exhibit in point of interest was one of the most attractive in the hall, because of the work it did. That was the

Max Ams Machine Co.

Mt. Vernon, N. Y., makers of the famous system of Sanitary Cans. They had a complete plant, showing the whole operation for the edification of all visitors, and it is doubtful if any visitor missed seeing this. Mr. Chas. M. Ams was in personal charge of this exhibit, assisted by Mr. Brenzinger and Mr. Kerner. The exhibit of the Sanitary Can Company in which were shown numerous cans of all kinds of goods, kept in splendid condition, added interest to this exhibit, as it was known the cans made by this firm are made on the Max Ams system, and everyone was therefore interested in seeing the machinery, that made these cans, in operation. The operation seems simple and yet is proven most effective, and the main feature and attraction being, aside from the sanitary idea of no solder or acid used that the entire top of the can is open, thus permitting the cans to be filled with goods, the size of the circumference of the can or more correctly the slightest bit smaller than the full circumference, a thing that cannot be done with a can of the ordinary make. This system, its cans and the plant were thoroughly described in our Program issue, and the exhibit was an endorsement of all that was said there.

The S. Howes Company

of Silver Creek, N. Y., had a most complete and thorough exhibit in charge of Mr. J. W. Carnochan, or "Jack," as he is familiarly known, ably assisted by Wm. H. Smith, known to all attendants at conventions as "Billy" Smith and Mr. E. E. Metz. These gentlemen were kept busy explaining the merits of their many machines, and had no difficulty in disposing of their very handsome souvenir. This was in the shape of a celluloid calendar trimmed with oxidized silver, and attracted much favorable comment.

The S. Howes Company had their full line of "Eureka" machinery, including a Green Pea Grader, a Green Pea Cleaner, a String Bean Grader, a String Bean Cutter, a Bean and Apple Filler, a Tomato and Pumpkin Pulper, and a Pea Blancher. They also make a machine of great possibilities, a Green Corn Husker, also Picking Tables and Exhaust Boxes. These machines are well known to every packer of these articles, and when it is known that they are manufactured in one of the largest and best equipped factories in the country packers will know that the machines are all that could be required of them.

The Green Pea Grader is built on the latest and most approved plan, with a series of vibrating seives, the object being to produce absolutely uniform grades of peas, which is done by means of these seives. The machines do rapid, fine work and are giving satisfaction wherever used.

What is true of the Pea Grader is also true of the Pea Cleaner, a machine used for the careful removing of all foreign substances from the peas, so preparing them for the careful packer in just such style as attracts the buyer and holds the customer.

In the String Bean Cutter and Grader the packers of this article recognize a most useful machine; also finely built, fully guaranteed, doing absolutely uniform work, and with a capacity equal to the ability to feed them. The filler is not intended only for string beans but may be used on applies, apricots, berries, and other such articles not handled in the ordinary filling machines.

Their Tomato and Pumpkin Pulper speaks for itself, as it is a machine of every day use in the tomato factory and has proven its value in a number of factories, and is each year gaining more friends. It is hardly necessary to explain that its purpose is to reduce the residue of the tomatoes to a fine pulp for catsup making purposes, thus turning into an article of value what was at one time thrown away. It is the only successful way of doing this, and this is also true of handling pumpkin. Without such a machine it is practically impossible to pack either article.

The Green Corn Husker, as we state, has unlimited possibilities, as it is openly stated that the further away the packer can get from his labor problem the better he will be, and such a machine to the corn packer will be most welcome, as the husking of corn requires the greatest number of employes, and consequently the greatest trouble.

If you have not secured one of their souvenirs, we would suggest that you write to the home office at Silver Creek, N. Y.

The Hohmann & Maurer Mfg. Co.

Rochester, N. Y., had an instructive, interesting exhibit, showing some methods of steam and temperature regulating that appealed to all canners.

Is it necessary to say that this firm is the manufacturer of the famous H. & M. Thermometers, an article that is in every day use in almost every canning factory?

Among their exhibits was a Process Kettle equipped with the different styles of thermometers, and showing their circulating device, and a plan of piping for uniform steam distribution. Another exhibit was a Calcium Tank—or bath—with thermometers and automatic temperature controlling device. A Corn Cooker, with thermometers and automatic temperature controlling device. A Gage

Board with recording thermometers, gages and pressure governors. Also an air pump for supplying the motive power for the various temperature regulators, and the pressure governor.

This firm is one of the oldest exhibitors at Canners' Conventions, and all will therefore be interested in knowing that Mr. Hohmann and Mr. Maurer are again members of the same firm, and working side by side.

Here the vistor encountered the immense exhibit of

The Sprague Canning Machinery Co.

of which Daniel G. Trench & Co. are general selling agents, with headquarters at Chicago, Ill. There was little or nothing of interest to the canned goods packer that this firm did not show, either on the floor—and in most instances this was the case—or from catalogue. Naturally the greatest feature of attraction was their complete line of corn canning machinery—everything requisite that goes to make a complete, up-to-date corn packing factory. One thing attracted

WM. Y. BOGLE,

President Sanitary Can Company.

much attention in this connection, and that was the method shown for handling the corn as it was unloaded, and in fact the very unloading of the wagons, which was done by a simple device that took the whole wagon—after "unhooking"—and dumped the whole load at one time.

A novelty they showed, however, was a complete outfit for packing hominy, and in this respect one of the novelties of the exhibit. This consisted of three machines, the first called Retort No. 1, which was a lye process to soften the hulls of the corn; the second machine is known as a Huller, for removing the hulls, and the third was the regular process retort called No. 2 for processing the goods before going to the filler.

Space will not permit us to describe all the machines this firm showed but they are well known throughout the industry, and we can simply say that each machine showed the result of careful attention and neat work in its construction—the best not being too good for any of them, the result of systematic work and the placing of reliable men at the head of each separate department, and different machines in different departments. The phrase of their Eastern representative, Mr. Geo. E. Lockwood, "If it is used in a canning factory, we furnish it," and adopted by them, exactly describes their condition; they can supply anything in the factory line the canner may need.

In examining the above exhibit, the visitor was lead through the lower end of the hall to the left hand side, as the Sprague exhibit took up the entire end of the hall, running from one side to the other.

Continuing the inspection, and coming down on the left hand side the first exhibit in the main aisle was that of

Cooper & Owens.

of Lebanon, Ohio, with jolly, jovial J. P. Owens in charge, and where is the canner who does not know Owens?" He is himself a canner, but at the same time a "machinery man." He was exhibiting to the packers a new Green Corn Silker which had many very attractive features about it. The corn is fed into the machine through a hopper at the top, passing down into a cylinder or drum like receptacle, in which works a number of arms made of wire on the outer edges but serving as paddles to push the corn through and out at the other end, at the same time taking any silk from among the corn and depositing it upon a revolving shaft fitted with long wire teeth, which in turn deposit it in a trough at the outside of the machine. The operation of removing the silk mixes the corn thoroughly at the same time, thus performing two operations at the same time. It is a very neat machine, requiring but little floor space.

Another machine for the same purpose was hown by

Hayner & Houston.

of South Lebanon, Ohio. This Corn Silker is a very compact, neat little machine, and the claims made for it are very broad. In general appearance it would seem to be built entirely of wire, with the exception of the four corner posts, three large wooden rollers at either end, and a hopper at top. This hopper contains a vibrating screen, into which the corn falls, where the pieces of cobs, etc., are screened out. Falling downward through this the corn comes to another with smaller meshes and is further screened, and from this it falls through a series of endless wire cables, moving at the rate of 16 inches per minute, and it is here the silk is removed, being carried on the cables to the end where it is removed by automatic revolving brushes. The manufacturers are well-known figures at all conventions and report a good business done.

The Utica Industrial Co.

of Utica, N. Y., of which Mr. S. F. Sherman is President, presented some of the neatest can making machinery shown. It attracted immense attention, and the most favorable expressions could be heard from all who saw it. They had running their Automatic Slitter, the Header, and the Crimper, and also a little machine for making the tin tabs used for roofing, etc. All these machines were thoroughly described in the Program issue, but so fine was the work done that in the question of can making. Mr. Sherman was justly proud of they drew the attention of even packers who were not at all interested them, and wore a pleased and contented expression, as everyone noted.

At no time during the entire exhibit was there the lack of a crowd viewing the interesting exhibit of

The Sanitary Can Company

of Fairport, N. Y. A neat sign, made of small Sanitary Cans announced to all visitors the place of this exhibit, two revolving pyramids filled with the goods of the many packers using these cans, and showing every variety of fruit and vegetable put up, besides a table well filled with the opened cans, showing the perfect condition of these goods, held the attention of all who were lucky enough to get near. The question of the availability of Sanitary Cans for the general packer's uses had many times been discussed, but Mr. Geo. W. Cobb, with Mr. W. Y. Bogle, the President of the firm, here showed the actual results to be obtained by the use of these cans. Packers not only heard the arguments in favor of them, but saw the actual work done with them, and tasted the goods that had been packed in them during the previous year.

GEO. W. COBB.

Treasurer Sanitary Can Company.

For this reason this possibly made the most interesting exhibit in the hall, and the Sanitary Can Company report that they did an immense business on account of the way the cans turned out.

This is a new formed company, and they have acquired a large brick factory at Fairport, N. Y., fully equipped with the Max Ams Machinery for making these cans for the trade.

We are herewith reproducing the portraits of Mr. Geo. W. Cobb, the Treasurer and General Manager of the company, and of Mr. Wm. Y. Bogle, who is President of the company. They thus have offices in Fairport and also New York City, where they can take care of all orders.

If there is any one firm connected with the canning industry

who has been more constant in exhibiting year after year in these conventions and always showing something interesting and valuable than

The Sinclair-Scott Co.

of Baltimore, we do not know them. They have always been easily found because of the size of the machines they showed, but this year they confined themselves to smaller machines, but none the less valuable.

The first machine shown, and one that has been attracting great attention among pea packers was the New Bucklin Pea Filler and Briner. The mechanical description of the machine matters not, but the excellent work, uniform in all particulars that it does has been testified to by hundreds of packers in every section. It will fill to any desired quantity, and will brine just exactly as wanted. The brine and the peas go into the can together, thus insuring a perfect mixing and no flooding.

Their Trayless Gang Tomato Filler showed by its work that it could take care of two capping machines, and the product of a multitude of "peelers." It works smoothly and well, filling the cans with a positive motion and with no waste.

The Bucklin Cyclone Pulp Machine was there simply to make the exhibit complete and to greet its many friends, for it could hardly expect to make new ones, as it is known wherever tomatoes or pumpkin are handled, is and always will be most popular.

The Sinclair Scott Co. were showing a new Crane with many attractive features, and the crowd constantly about it testified to the interest shown in it, and that there was something in it that appealed to every packer. This house can supply the wants of any packer and all of them, and they reported a very good business done.

The next in order of description was the Corn Cooker exhibition of

H. Cottingham

of Baltimore, Md. The neat working and fine appearance of the machines shown attracted the attention of every passer. The Cooker is known as the Queen Anne Cooker and Filler, and is built in the standard 2 lb. size, also a 2 lb. and 3 lb. size combined, and also as a Cooker-Mixer combined. These three machines he had on exhibition, and was kept constantly busy explaining their merits to interested parties.

The great attraction about these machines is that they fill both ways—going and coming—thus getting double the work, or in other words doing away with any loss of action.

Mr. Cottingham's contented smile betokened that he was well pleased with the way things were going with him and his machines, and the reports from users of his Cookers bear the same pleased expression.

The last but by no means least exhibit in the central aisle of the hall was that of the

C. S. Harris Co.

of Rome, N. Y., with Mrs. C. S. Harris, always pleasant and agreeable in charge, showing in miniature the famous Harris Hoist. To the packer who places a value upon the uninterrupted working of his factory, without hitches or delays, the goods passing through the whole process without confusion or double handling this Hoist appeals most strongly. It is a faithful servant in any factory in many different ways—as a means of conveying the filled crates from the capper to the process kettles; from the process kettles to the cooling tank or platform, and later to store the cases in the warehouse. The Hoist is built upon honor, in a rigid, durable way, and works without friction or noise.

Mrs. Harris is an energetic business woman, capable and efficient, and enjoys the respect and esteem of all the many packers who have attended these conventions for years past.

On a desk at the left of the door as one entered the Hall, was shown a most useful and ingenious device, shown by

John T. Staff, Jr.

of Terre Haute, Ind., and hardly necessary to say a son of the well-known Secretary of the Machinery and Supplies Association, J. T. Staff, and was termed The Newest Time Device for Processing. This is truly the processor's and the packer's friend, for it serves to remind him of the time at which each batch of goods is to be taken from the kettle, and so prevents the errors that cause the losses in the factory. In general appearance it resembles an alarm clock, with the exception that the dial contains 60 or 120 minutes, divided into five minutes, and also showing the seconds. Its use is most simple. Each kettle is provided with one of these clocks, for they are cheap and easily within the reach of all, and besides may save their cost in one day's processing. When the goods go into the kettle, the processor turns the hand to the number of minutes he wishes to give the goods, and goes about his business. When this time has about expired, or to be exact one minute before it expires, the bell rings for a few seconds, and when the time is completed rings again and the hand shows that the time is up, and the goods are to be taken out. From this it can be seen that one man can handle several kettles more than he could otherwise, and without risk. For goods requiring over 60 minutes Mr. Staff furnishes a dial with 120 minutes shown.

The works of the clock are of the best, and they are guaranteed to be absolutely accurate.

Turning to the left, in the outer circle of exhibitors, we first found the well-known seed supply house of

J. B. Rice Seed Co.

of Cambridge, N. Y., who also had a parlor in the Southern Hotel, with Mr. Langbridge in charge. Few canners who ever bought seed peas or sweet corn do not know this house and its representative. But an expression of regret was general at the absence of Mr. Rice himself, as he has long been a familiar figure at these conventions, and everyone inquired anxiously for him.

Next to this booth was that of

The Sackett & Wilhelms Co.

showing a fine line of labels for canners' purposes, who gave away a novel souvenir in the shape of a money bank. This was a finely embossed can or rather representation of a can made of card board, with a money slot at the top and a receptacle for the money at the back. They furnish a full line of canners labels.

Next in order was the booth of

The Trade

which had a constant visitation by all in attendance for a copy of the handsome Souvenir and Program Number. The appreciation shown by all for that issue was really striking, as we have yet to hear of one who was not well pleased with it.

In the corner to the extreme left was the handsome booth of

The National Lead Co.

and the comfortable chairs and warm stove, not to say anything of the handsome souvenir given away, made this spot a favorite one for all. And incidentally the quality of solder made by this well-known firm drew quite a number to it to leave their orders for the coming year, as they felt they could have their every want supplied and to their entire satisfaction. The souvenir they gave way was a tape measure, in a neat aluminum case, suited to pocket purposes, and it was much sought for.

The adjoining booth to this was occupied by

The Worcester Salt Co.

with headquarters in New York City. Their exhibit was presided over by Mr. A. F. W. St. John, of Columbus, Ohio, and their motto, "It takes the best to make the best," seemed to appeal to a large number of packers, for there were many who gave their attention to the salt shown, and undoubtedly left their orders.

Where the hall widens out, just near the stage, was located an exhibit that never fails to attract attention. It was that of

The Fred H. Knapp Co.

of Chicago, Ill., showing their fine line of Labeling Machines. Mr. Fred H. Knapp enjoys as wide if not the widest circle of friends at these conventions, and aside from his pleasant and agreeable ways, it is his machines that have made his popularity. As Mr. Knapp characteristically says, his machines "are all right," and in the exhibition he made he seemed to make his visitors think so. Mr. Albert P. Jacobs, the Secretary and Treasurer of the company, was kept busy explaining the merits of his machines, and made a very favorable impressions on all. As the machines are so well known to all progressive packers, we will only mention that in the exhibition they used a new and improved paste, made by the Buttermilk Products Company, and which it was claimed contained no cereal or acid, and was therefore absolutely harmless to either the can or the labels. The Preservaline Mfg. Co., we believe, control the manufacture of this paste.

Sharing this good location was another man well known at all conventions, and without whose presence they would hardly be complete—

The E. M. Lang Co.

of Portland, Me., and as we prophesied, Mr. Lang had something new and very interesting to show all visitors and to give away as a souvenir to all visitors. As however we describe this new invention in another part of the paper, we will refer our readers to that.

Our travels will now bring us to the stage, upon which several exhibitors had made their displays. It was trange that at first no one seemed willing to take this position, which later proved to be one of the best in the hall.

The first exhibit was that of the

S. W. Woodruff Co.

of E. Orange, Conn., showing a full line of seeds, corn, peas, etc., in great avriety, and of course bearing the well-known endorsement "Connecticut Grown."

Next to them was the large exhibit of

The Acme Gas Co.

of Chicago, Ill., who had erected one of their plants for generating gas for the can makers' and the canners' uses. The gas these plants make has made a most favorable impression, and Mr. Harvey, who was in charge, not only sold the plant as it stood, but took many additional orders. It is claimed the gas can be made for about 25c. per 1000 feet, an item that will appeal to any one.

Also occupying the stage, and the front of it in attention was the exhibit of

F. A. Stare & Bro.

of Frankfort, Ind., exhibiting Stare's "Happy Thought" Can Straightener, a little device of great use in any canning factory. Although shown for the first time at last year's convention a great many packers have taken it up, and speak most highly of it. They have recently turned the manufacture of it over to The Wallace Mfg. Co., at Frankfort, Ind.

American Lithographic Co.

of New York City had their representative, Mr. C. A. Phelan on hand with a full line of canners' labels, and he seemed to be kept

CHAS. A. PHELAN.

Representing American Lithographic Co.—"Labels."

quite busy around his desk. In another part of this issue we publish a likeness of Mr Phelan.

There was a "solder man" at the convention who kept his firm in evidence, not only in the Exhibition Hall by means of his booth, but at headquarters in the Southern, and for that matter in all other places, and that firm was the

The United States Smelting Works,

of Philadelphia, manufacturers of solder and other metals for canners' uses had a very attractive exhibit, with Messrs. L. A. Faber and J. A. Naulty in charge. As will be seen by the list of attendants, Mr. A. B. Cliff, the Treasurer and Manager of this company, was there. Mr. Cliff is a veteran in the solder making business, and gives his individual time and attention to the work.

An exhibit of interest to oyster canners and others was that of

Arthur Kuppel

of Chicago, Ill., with Mr. O. C. Plessner in charge. This firm makes railroad tracks and supplies for canning factories, and stated that owing to the short time of their notice, they were unable to have an extensive exhibit, but next year would probably do so. However they had a miniature track showing the general arrangement.

Here again the visitor was obliged to wend his way through the labyrinth of machinery to the far side of the hall, where the first exhibitor to take his notice was

The A. Standish Estate

of Columbus, Ohio,who had a little machine of great usefulness,known as the New Angle Power Transmitter.

This is virtually an angle coupling, or a means of turning a corner with shafting. The use to which it can be put in any factory must be apparent to any one familiar with such matters. They claim for the little device that it is durable, free from annoyance and inexpensive to maintain.

Descending from the stage, the first booth we meet is that of

The Jeffrey Mfg. Co.

of Columbus, Ohio. This firm, manufacturing all kinds of endless belt carriers, etc., have a very extensive plant located in Columbus, and they extended to all visitors an invitation to visit same. This was no small treat, and we believe many availed themselves of the opportunity. A member of this firm is the Mayor of Columbus, and it was he who extended so hearty a welcome to the convention.

The line of machinery they manufacture is of particular value to corn packers, for conveying the green corn from the wagons, and from the huskers to the cutters, and for taking the cobs from the cutters to the dump.

The Victor Jar Co.

of Muncie, Ind., had their usual attractive exhibit, as they have had for some years now at all Canners' Conventions. They show a full line of glass jars for preservers' purposes, and from the number constantly examining them and showing their interest in them, they must have done a very good business.

Among the large number of tomato canners present there were probably none who were not familiar with "Stone Tomato Seed" and the handlers of it,

The Livingston Seed Co.

of Columbus, Ohio. They had quite an attractive exhibit, the booth being decorated with green plants and leaves ,and in it were shown a good line of seeds for canners. This firm have an immense store and warehouse in Columbus, and do an immense business in canners' seeds of all kinds. It will pay the packer to get their catalogue, which shows a big line of fine tomatoes, etc.

The Empire Machine Co.

of Chicago, Ill., by means of catalogues and other printed matter were showing a new Tomato Corer and Scalder that seemed to attract much attention. While packers would have much preferred to see it in running order, they did not lack interest enough to view the photographs and talk the matter over with the representative. We regret that we cannot give a full description of it.

A. Schultz & Co.

one of the oldest solder makers in the country, had at their desk Mr. Wm. N. Norman, as their representative, and he seemed to have no trouble in taking orders. The souvenir he gave out was much sought for, in fact they had two, one a neat key ring with a tag for the possessor's name, and the other a pretty aluminum card bearing their advertisement, and on the back of it a calendar of the year.

S. Johancen & Co.

of Baltimore, Md., had a desk in a good location, and showed their various lines of solders, covering all the requirements of the packer. Their Mr. Geo. Schultz was on hand, as was also Mr. Johancen for one day, and they took care of considerable business. This firm is coming rapidly to the front as supply men of solder, and every year are adding to the number of their customers. So much so that additional factory room has recently been acquired in order to keep pace with the increasing business.

North American Smelting Co.

of Philadelphia, with Mr. Chas. E. Ryberg as their representive. Their chief offering to the canners, of course, was solder, which

CHAS. E. RYBERG.

Representing North American Smelting Works—"Solder."

they have been making a number of years, and which is used extensively throughout the country, but they also make and handle all kinds of metals.

The Atlantic Machine Works

of Westminster, Md., had three representatives on hand to explain the merits of their Labeling Machine. These were Secretary F. M. Beggs, Treasurer H. F. Shaefer, and A. H. Kiler. The machine they make is known as the Lester Labeler, and from the exhibition made seemed to do very good work. It uses common flour paste, puts the labels on straight and as rapidly as could be desired. They stated that they had all the orders they could take care of last year, a good indication of satisfaction on the part of users.

The Marlou Chemical Co.

of Jersey City, N. J., had a neatly arranged booth with a number of barrels and casks of their well-known Standard Soldering Flux, and they report a very rapidly growing business for this. They are now supplying some of the largest users of flux in the country, and are daily adding new firms to their list. The reason for this is that the Flux offers a great saving because of its concentrated form, which permits of greater diluting than usual, and consequently more work from a given amount of flux. This is an argument that will appeal to any canner, and when the argument is backed up by action, as it is, orders are not difficult to obtain.

The Wheeling Can Co.

With Mr. Oliver J. Johnson, President and General Manager, assisted by Mr. Jos. Wells, were present to take care of the many packers whose orders they fill. This Company has been doing an increasing business each year, and its cans are highly spoken of by all who have used them.

JOSEPH P. WELLS.
Secretary Wheeling Can Co.—"Cans."

J. C. Morgan

of Mohawk, N. Y., had on exhibition a miniature model of a very useful little machine, and called it a solder saving machine. Its purpose was to wipe the surplus solder from the side and end seams of the cans after making, and he claimed that one concern alone last year saved $500 in one month by means of the machine.

Torris Wold & Co.

of Chicago, Ill., were represented at the convention by Mr. John Anda, who talked and sold their line of can making machinery, presses, dies, etc., and showed that he had a large acquaintance throughout the packers and others. Their line of machinery applies to the can maker and the packer who makes his own cans, and there seemed to be quite a number interested that way.

The Invincible Grain Cleaner Co.

of Silver Creek, N. Y., had on exhibition one of their String Bean Cutters, a machine designed to cut string beans or other articles to a uniform length before filling. Also one of their Green Pea Graders, which removes all dirt, pieces of pods, etc., and sorts them into various sizes. These machines are well and strongly built, and have the endorsement of some of the leading packers. They attracted considerable attention in the exhibition hall.

IN THE HOTEL PARLORS.

All the parlors at the Southern Hotel, the Convention Headquarters, were taken up by supply men—the can men, the seedsmen, the label men, etc. The Atlantic States Association had their Headquarters in Parlor B, which was neatly arranged, and where a constantly replenished supply of carnations was kept on hand for the use of all visitors, and a glance at the crowd in the lobby of the hotel told that these flowers were appreciated as nearly everyone had one in his button hole.

The American Can Co.

occupied Parlor A, where they took the best of care of their many friends. Mr. W. H. Phelps, the general Sales-Agent, was in charge, ably assisted by Mr. W. G. Daugherty, of the Southern Division, with headquarters at Baltimore, by Mr. C. W. Cooke, of the Chicago or Central Division, and by Mr. M. T. Grant, the traveling sales agent of the Atlantic Division. Every year this company seems to grow much more popular if possible with the canners, and this year was no exception to the rule. The splendid Theatre Party they tendered to all visitors is described elsewhere, and is simply an evidence of their generous treatment of all canners and others.

The United States Label Co.

with offices and factories in Brooklyn and Cincinnati, had a very attractive exhibit in parlor C, showing a full line of fine can labels, embossed and otherwise, in any design or style that the canner could wish. They gave away one of the neatest souvenirs of the meeting. It was a small can, around which was a neatly printed label, embossed and in all respects a counterpart of the regular sized label. To this was attached a piece of red, white and blue ribbon, with a medallion and pin to fasten to the coat. Everyone who was lucky enough to obtain one of these wore it during the meeting, and were lucky if they did not have it stolen.

Karl Lithographic Co.

of Rochester, N. Y., also occupied a parlor with a very fine display of labels and managed to entertained quite a crowd during most of the time. From the looks of things orders must have been plentiful.

The Continental Can Co.

were much in evidence all during the meeting, and had part of the large hall just off the lobby. Their genial and popular Mr. Cranwell, and equally popular Mr. Suydam were everywhere, shaking hands with their many friends, and busy assuring all that they would be in readines to take care of orders for cans in time for the coming season. Their plants in Chicago and Syracuse are about ready to run, and they are contemplating the erection of another plant in Baltimore, in order to take care of the numerous canners of that section.

American Manufacturing and Canning Co.

The manufacturers of the coating for the inside of cans, called Bucklinite, had a surprise for every one who visited their parlor. They had there samples of all kinds of canned goods, two cans of each; one the regular uncoated can, to be used as a check, the other a can coated with Bucklinite. They were opened in the presence of packers and other interested parties, and the different color and appearance of the goods that turned out was most striking. Red raspberries, for instance, packed in water in the ordinary can, turned out yellowish with a purplish syrup; those same goods filled from the same batch, and processed exactly as were the others, turned out red and of fine color, just as they had gone into the can, proving the claim that the acid action was entirely negatived by Bucklinite.

The Grasselli Chemical Co. were much in evidence at the Southern Hotel, as elsewhere, with an immense banner hung high above the clerk's desk. Their Mr. W. C. Mills was everywhere among the packers, meeting packers from every section of the country, and found all familiar with "Eureka Soldering Flux."

The Simpson & Doeller Co.

of Baltimore, had three representatives at the convention explaining the merits of their labels and taking care of the orders. They were Mr. J. C. Doeller and John S. Lusk, and Mr. H. H. Kronau. Mr. Kronau, who is their travelling man, had one of the most unique cards at the meeting. It represented a scene on the Chesapeake Bay, showing a full-rigged ship, on the sails of which was printed the advertisement of the company. On the beach, among a number of handsomely labeled cans and other food packages, stood a large figure of a crow, but instead of the head, bore a very good likeness of Mr. Kronau, all done in the natural colors and very effective. The card bore the legend: "Am ready to fly—and will alight among you very shortly with a full line of samples. Yours truly, Kro-nau."

AMUSEMENTS.

RECEPTION AND JOLLIFICATION

—GIVEN BY—

The CHISHOLM-SCOTT CO. and The CONTINENTAL CAN CO.

Schenck's Hall, February 6, 1905, 6 P. M.

A more disagreeable evening could not be imagined than that on which the above event took place. It had been raining all day and the streets ad sidewalks were covered with ice, and consequently the falls were many. But a good crowd assembled shortly after the time appointed, and the hall was packed.

Schenck's Hall is almost opposite to the Southern Hotel, and the Reception and Jollification was held on the third floor, where there is a very large room with a stage and gallery. In honor of the occasion the hall had been lavishly decorated with bunting and tapestry, chairs had been arranged in rows across the hall, and down the center ran a long table, well filled with delicacies and substantial foods of every description and in plenty. These German lunches are all the go in Columbus at this time, and the visitors were not slow to catch the idea. There were numerous waiters about to supply the coffee and liquid refreshments, in the shape of wine or beer, as might be desired, but each one was supposed to step to the table and help himself. A knife and fork, spoon and plate were handed to each, and soon there was a busy surging throng about the long well-spread board.

The hosts, Messrs. R. P. Scott, G. Bissing, T. A. Scott, T. G. Cranwell and C. A. Suydam were everywhere, seeing that all were well supplied and enjoying themselves. For until this was done there was no attempt at speeches or other entertainment.

All the ladies were present, and seated at a long table in front of the stage, together with the Presidents of the Associations and other notables.

The inner man having been well taken care of, Mr. Thos. G. Cranwell arose to introduce Mr. R. P. Scott as the Toastmaster of the evening. This Mr. Scott proved that he was able to do to the entire pleasure of all. He is easy, witty and in full possession of himself at all times, and never lost for the right word or the right expression at the proper time.

He first introduced the guest of the evening, Mayor Jeffrey.

Mayor Jeffrey made a neat, witty speech, adding emphasis to the welcome extended by Columbus to the canners, saying among other things, "We have seen some of your money, as has been said, but we have proven to you that it is not free silver, and that in Columbus you can obtain 100 cents for the $1."

Mr. Scott next introduced Dr. A. C. Fraser, who in a pleasant a vein responded, proposing a toast to Mr. Scott.

Mr. Willard G. Rouse was next introduced and in replying made some pleasant plays upon the word cans and canners, and proved himself as good a postprandial speaker as in more serious business matters.

At this juncture Mr. Scott introduced a Mr. Barrington as one of the finest baritone singers, and he proved such. He was obliged to render two selections before the audience would allow him to sit down.

Following this was a very neat sketch on the stage, representing a fishing party at daybreak, with all their songs and merry jests, and showing the gradual breaking of dawn and the rising of the sun. To produce the proper effect the entire hall was darkened—pitch dark—and the scene of the first glow in the East and the gradual appearance of the King of Day was well done and met with the approval of all.

Just after this took place one of the neatest things of the affair. Mr. T. G. Cranwell arose and in a few chosen words introduced Mr. W. H. Phelps, of the American Can Co., who was one of the guests of the Chisholm-Scott Co. and the Continental Can Co. Mr. Phelps heartily responded, saying it was pleasant to be back among his old friends at such a convention.

Mr. J. Y. Bassell, of Columbus, was then introduced by Mr. Scott, and he responded in a fine, forceful speech, fitted however to the occasion.

After this were shown numerous views of pea canning establishments, scenes of the great Baltimore fire, reproduced from THE TRADE, and the portraits of the prominent men of the industry, all shown by the stereopticon.

The entertainment was to have been concluded by singing, but before calling on the singers, Mr. Scott introduced Mr. Pirrung, also of the Columbus Board of Trade, who made one or the most enjoyable, witty replies of the evening. His stories produced a roar of laughter, and he was received with great applause.

All voted that the entertainment was a great success, and everyone left the hall well pleased with their hosts and the manner in which they had entertained.

DELICATASSEN LUNCHEON.

This Luncheon was given in the same hall, and much in the same manner as that of the Chisholm-Scott Co. and the Continental Can Co., except that it took place at noon, and therefore did not afford as much time for entertainment as the foregoing one.

It was, however, well attended, and the luncheon served was a good one with plenty for all, and good claret punch to wash it down with. That it was enjoyed by all could be easily seen.

The hosts on this occasion were the Brokers' Association, and the fact that Mr. Walter A. Frost would deliver an interesting address lent added interest to the occasion.

After all had enjoyed the good things provided for them, they remained to enjoy "the feast of soul and the flow of reason" furnished by Mr. Frost.

MR. FROST'S ADDRESS.

When our President extended the invitation to me to address this Convention, he gave me the privilege of choosing my topic, so I have taken the one that comes nearest home to you all,—The Broker. The broker as he was, he broker as he is, and the broker as he should be.

I intend to speak of the broker as one of a class, not as an individual, and there will be nothing of a personal nature in my remarks. If the coat fits you as an individual, put it on, wear it every day, as that will assist us as an organization to bring about just what we are trying to do. If there is a dark spot on the coat the more you wear it, the sooner the spot will become an evesore, and so much sooner you will wipe it off.

The broker, as he was when I went to Chicago more than twenty odd years ago, and joined the ranks, was not at all the same broker we find to-day. Merchandizing in both canned goods and dried fruits was handled along different lines so far as the broker was concerned. Then there were a number of purely speculative houses in existence, and on these firms and a few large jobbing houses the majority of the jobbers depended for their supplies, and the broker was used chiefly as the agent of exchange between them. He would find out the wants of his customers, either as buyers or sellers, and then find a party to take the other end of the deal; then his work was done. As there was very little future business the broker's work was comparatively simple and every deal was closed within a few days and the broker's commission earned and shortly paid. As the Trade Paper was at that time in its infancy, the broker was the means of keeping the buyers posted as to market conditions. Therefore the well posted and reliable broker occupied a very strong position and the individuality of the broker counted for more than it does at the present day.

As the number of jobbing houses increased and the smaller houses gained in strength, competition became so keen that the buyers were forced to get nearer to the source of supply, and there was no room for the old speculative houses and they were forced out. Therefore, the broker had to change with the times and became what he is to-day,—the packers' and producers' agent and a handler

WALTER A. FROST.

Newly Elected President of the Brokers' Association.

of merchandise on commission. He has, in a measure, taken the place of the Speculative Houses of the past and has become the local source of supply for his trade. This makes it necessary for him to have capital to operate with if he wishes to compete successfully.

In this era of Trade Papers the buyers the buyers and packers can easily keep informed of the markets and conditions in a general way, but they cannot correctly feel the pulse of the trade and obtain that information of the daily happenings in the various markets through the Trade Papers. This can only be obtained through the medium of the broker, and such information is of inestimable value. Many buyers and packers have had the idea that the broker is a fifth wheel to the commercial wagon and have tried to cut him out and deal direct. This is a great mistake, as most of the packers and producers, who have tried it have found to their sorrow, and I am glad to say that the idea is losing ground and the broker is gaining correspondingly.

I regret to say that the broker of to-day, as a class, in some sections of the country is in disrepute; especially is this true in California, and, while the broker is not entirely to blame, he certainly is not blameless by any means. One cause of this is the effort of some broker to deal with the grower direct instead of confining his operations to the recognized packer and shipper.

The grower, nine times out of ten, does not understand the various expenses necessary to do business; so that when a broker writes soliciting consignments at a commission of 5 per cent and the Account Sales goes to him with the various charges, and legitimate ones at that, there is trouble at once and the grower denounces the brokers as a whole, as thieves. I am free to confess that I have seen some sales sheets on the Coast, sent by Eastern brokers, that warranted the opinion, but this is the exception.

Again, the broker will solicit consignments when he knows the result will be disappointing, to say the least; carefully avoiding giving the shipper any facts as to market conditions that might stop the consignment, and trouble ensues; and the brokers as a whole are blamed for the acts of an irresponsible few.

Now, for a few of the evils that effect us as a body all over the country. One of the worst is the effort often made to undermine a brother broker and secure his account because it is a desirable one. This is done in various ways and all of them are contemptible. A broker who deliberately goes to work in any underhand way to take an account away from his neighbor cannot be condemned too severely. And, the worst of the class is the one who has been selling goods through a brokerage house for some packer and who tries to secure the account direct, cutting out the house that first gave him the business. One of our prominent brokers, and a member of this organization, told me not long ago that he was about discouraged and seriously considered doing away with all sub-brokers and going

to the trade direct, as he was sick of being stabbed in the back by his own brokers. There is business enough for all of us without stooping to these tactics ,and the quicker men who resort to them are found out and known to the brokers, the buyers and packers, the better for all of us.

Accounts are constantly changing and often a broker is unjustly charged with unfair tactics when he is innocent. For that reason our Association provides for an arbitration committee to take up and adjust such matters between members, and as our Association grows older and stronger the value of such a committee will be recognized.

Next, the practice of cutting commissions. The broker certainly is worthy of his hire, and why he should want to give it away, is beyond me. There is an excuse sometimes, where the commission is 5 per cent and the amount involved is large, to divide it either with the buyer or the seller in order to complete the deal; but in ordinary cases the practice is foolish and portrays a weakness on the part of the broker. It also loses to a certain extent the respect of the buyer and stamps the broker as a man who does not put a high value on his services. As one of our prominent buyers in Chicago said to me not long ago, "Of course, I am going to buy as cheaply as I can, and a part of the brokerage is a cut in the price, but I think a broker is a fool to give it up, and I never ask it. If it is offered, I take it, as that is what I am paid for." This practice should be discouraged by us as a body. We cannot make a hard and fast rule to control this, and it is not the intention of this Association to attempt to control or to dictate how any one shall run his business, but I have reason to know that the moral influence of our Association has already stopped this to some extent.

One of the most serious things we have to contend with, and the thing that is keeping many good men out of our Association, is jealousy. This is more pronounced in some markets than in others. I am happy to be able to say that Chicago brokers are, as a rule, free from it, and ready to lend a helping hand to each other any time. But I know of markets where a broker would go around a block rather than pass a rival broker, for fear that the knowledge that a buyer was looking for something might in some way be transmitted to that rival, and *that* when he could not fill the order himself. Why cannot we all realize that what helps one helps all, in a way, and loosen up a bit, even if it does help a brother broker?

One of the main objects of this Association is to combine the brokers of the country in one big family, all working for the good of all and not to the detriment of anyone.

One more evil, and one that has caused some trouble and many regrets to my own firm, as well as to others, is the fact that the broker talks too much. You all remember the story of the parrot and what resulted from his using his tongue too freely. Well, that is likely to happen to any of us. It is perfectly natural for most men to like to enlarge a bit on their achievements, but this is a very bad habit when it comes to business and should be avoided. A free exchange of ideas as to business conditions, the causes therefor, and the means of bettering them, is always beneficial; but, do not particularize, especially about actual transactions.

The broker of to-day is, in our lines, the poorest paid man, for the amount of knowledge required and the work done, of any commercial man. If, when a sale was completed and a contract passed, his work was done and his brokerage assured, we would all have an automobile and some of us two,—but, alas! such is not the case. Our business to-day is nearly all future business. We make a sale to-day; the merchandise to be delivered months later; in fact, much of our business is not completed, and the commission paid, for a year. The broker spends his time and his money, and then, if for any reason the order is not filled, or the goods are rejected on arrival, he is out his commission and expenses in the first case, or is obliged to do his work over again in the second. This is manifestly unfair and some equitable custom should be established by our Association, in conjunction with the Brokers' Association, for some remuneration to be paid in such cases. I realize that this is a difficult question to solve, but it can be solved if we go at it right, and the broker be paid satisfactorily for his time.

The broker is often called in as an arbitrator in case of dispute. In most cases, when called, he takes the stand that he is the appointed attorney of the party selecting him. He should not accept on any such ground. He should be the judge or one of the judges of the question. He should hear both sides of the case and render his judgment for what he considers the right, no matter who is the loser. If brokers would always go into an arbitration with this idea, and act on it, arbitrations would be much more popular as a method of settling disputes.

It is much easier to know what is the proper thing to do than it is to do it. I realize that fully; and, in speaking of the broker as he should be, I am combining the ideas of representative buyers and packers with my own experience. The broker of to-day should be a man of broad-gauge ideas, well posted in the lines he handles, both from a manufacturing and a marketing standpoint; he must be above petty jealousies and petty quarrels; and, above all, honest with himself as well as his clients. While the broker of to-day is the confidential agent of the packer, he is also, to a certain degree, the confident of the buyer, and should remember that all information that comes to him from either one should be regarded as confidential between the three parties, and sometimes as only between the broker and the seller, or the broker and the buyer, as the case may be. Great care should be taken in this respect, and the broker should remember that information regarding a purchase is always the property of the buyer and should not be divulged.

The broker should in case of trouble over a delivery of merchandise, remember that he is there to protect his shipper's interests; the buyer is there to protect his own. No greater mistake can be made by the broker, however, than to take any position not warranted by the facts, and to insist that a good delivery has been made when clearly it is wrong; and it does not weaken a broker with either buyer or seller to stand firm for the right of the question, no matter who it hits. There is often room for argument as to quality at the time of delivery of merchandise sold on sample or description, and when the question is very close, or, as is sometimes the case, a buyer tries to reject on account of a lower market, the broker should always stand for his shipper, giving him the benefit of the doubt. The broker, as the man who made the sale, should, on the other hand, render the buyer all the assistance in his power to see his principal lives up to the contract.

The broker should be most careful, in making contracts, to embody all the essential points and yet be as brief as possible, be careful not to tell the buyers or seller anything not contained therein, as an impression is sometimes left in the mind of one or the other that is not borne out by the contract, and trouble ensues when the delivery is made.

The broker should carefully guard his daily commercial acts, as his side steps, if he makes any, reflect on the whole body of brokers.

The broker should keep his packer and shipper carefully posted and should write him regularly, regarding his market. A great many brokers do not do this; in fact, will not even answer correspondence unless something is wanted. The broker is appointed to stir up things and get orders and inquiries for his principal; not to take brokerages only on the orders that his principal stirs up for him. The live broker does this and gets ahead. The one who does not, wonders why he does not increase his business. The reason is easy to see.

It is the opinion of many prominent merchants and packers that it would be impossible to keep pace with the markets without the information they get from the broker. The broker, therefore, should be careful to have the information exact. I have found it a very good rule to class any information given under two heads: The "*I Know*" information and the "*They Say*" information. One is fact that I positively know; the other gossip, to be taken for what it is worth.

Last, the broker should be a member of this organization. Why? Because by doing so, they help to strengthen it, and as the organization becomes stronger the influence upon our members and on other commercial bodies becomes stronger and will enable us to bring about many needed reforms. When the idea of an Association was brought to the front by Col. Paver here at Columbus one year ago, it was eagerly taken up by the brokers in attendance as a step forward and as one badly needed. The first year has been spent chiefly in extending our membership. A great deal has been accomplished, as our Secretary's report shows, but much is yet to be done along that line. Many good brokers are still on the outside because they fear something may be done by the Association that would tie their hands so far as the free conduct of their business is concerned. We want these men with us as they are men whose word means something to themselves, and, therefore, to others. It should be the first object when you return home to get such men in your various markets to join us. Say to them as I say to you, and I speak with the authority of the Board of Directors, this Association was never intended as a club to beat anyone over the head. We have no intention of interfering with anyone's personal liberty in the conduct of his business.

THE THEATRE PARTY.

On Thursday evening all the members of the various Associations who were attending the convention, assembled at the Southern Hotel to be the guests of the American Can Company at a Theatre Party in the Great Southern Theatre, adjoining the hotel.

Again the night was inclement, and the snow was falling fast, and the wind blowing bitterly, but by 8 o'clock the assembled guests were being comfortably seated in the handsome theatre.

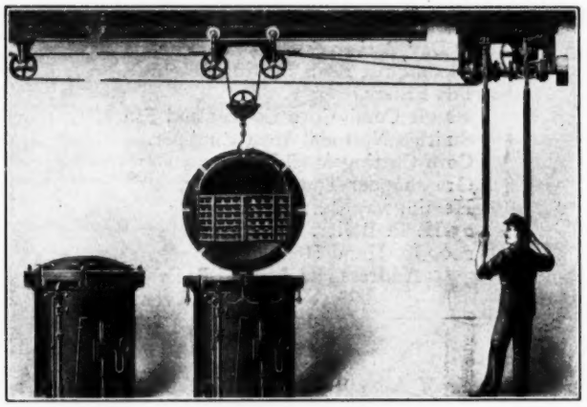
The American Can Company, with Mr. Phelps as the Host of Honor, and assisted by Messrs. Daugherty, Cooke and Grant, had possession of the entire two first floors and all the boxes, so that everyone was comfortably provided for. They were most fortunate in the play that fell to their lot for that evening—"Dorothy Vernon of Hadden Hall," with Bertha Galland in the title role. It is a delightful, enjoyable play and all were immensely pleased.

It is characteristic of this company that they do everything in a broad and generous manner, and they give evidence of this at every opportunity. An evening of such pleasure could but bring forth expressions of appreciation for the hosts from all who attended.

With the program of the play was given to each visitor a souvenir of the occasion in the shape of a handsome ink stand, made entirely of tin but lithographed so as to resemble quartered oak, and the effect was very good. After the play everyone could be seen going about with a box under his arm, an evidence of how these souvenirs were appreciated and treasured.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY,
SOUTH BETHLEHEM, PA.

We are Specialists in Hoisting Machinery.

Now is the time

To look up that machinery which you will not use next season, and exchange it

FOR CASH

by advertising it in the "Want Columns" of THE TRADE. This method will cost you but little, and yet will bring direct results. Do not delay. Look the matter up now and send it in to us.

THE TRADE,
Baltimore, Md.

AT THE THEATRES

Week of February 20, 1905.

FORD'S.
BABES IN TOYLAND.
Matinees Monday, Wednesday and Saturday.

CHASE'S.
FORBIDDEN FRUIT.
Matinees Tuesday, Thursday and Saturday.

MARYLAND.
KEITH'S VAUDEVILLE STARS.
Matinee Daily.

AUDITORIUM.
DAVID HIGGINS in "His Last Dollar."
Matinees Tuesday, Thursday and Saturday.

BLANEY'S
THE SCARLET Z.
Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.
HER FIRST FALSE STEP.
Matinees Monday, Wednesday and Saturday.

MONUMENTAL.
BRIGADIER BURLESQUERS.
Matinee Daily.

MARLOU CHEMICAL CO.
WARREN AND BAY STREETS,
Jersey City, N. J., U. S. A.

On
Business Corresponce
address us
Cadiz, Ohio.
Chisholm-Scott Co.

FOR SALE.

1 Ayars Automatic Header,
1 Lewis Header,
1 Lewis Tester,
2 Lewis Floaters,
1 Lewis Crimper.
All the above new 1904.
All Sizes Ayars' Cylinders and Headers.
2 3 lb. Ayars Tomato Fillers,
2 Gal. Ayars Tomato Fillers.
1 Ayars Topper and Wiper,
1 Baldauf Apple Filler,
1 Hemingway Corn Cooker, automatic filling attachment.
COBB PRESERVING CO.
FAIRPORT, N. Y.

WANTED.

One second-hand Hawkins Capper and one second-hand double filler Corn Cooker. Address,
HAWKINS, care of The Trade.

WANTED.

One oblong Steam Process Box. State inside measurements and price. Address,
P. J., care of The Trade.

WANTED.

A Hawkins Capper, complete, either new or quality as good as new. Address,
W. H. V., care of The Trade.

FOR SALE.

1 Baldauf String Bean Filler.

4 Stevenson Triple Can Testers for 2-lb. and 3-lb cans, in good order. 1 King Tomato Filler, good as new. 1 Triumph Tomato Power Scalder. A quantity of Stowell's Evergreen Seed Corn, Grown in Ohio 1904, of good growing quality.
THE SEARS AND NICHOLS CO.,
Chillicothe, Ohio.

FOR SALE.

Complete Cannery Outfit.

One Soldering or Capping Machine, One Gas Engine, One Steam Engine, Two Upright Boilers, Two Process Vats, One Pulp Machine, One Copper Jacket Kettle and Capping Tools, 3000 Empty Tomato Cases, also Crates, Scalding Baskets, Buckets, etc. Address,
W. H. HILDEBRAND,
Box 419
Martins Ferry, O.

FOR SALE.

Canning machinery, in first class order, ready to use, prospectixe purchaser can save money by investigating:

1 Double Corn Cooker and Filler.
2 Burt Wiping Machines.
1 Corn Slitting Machine.
1 New Ayars Tomato Topper and Wiper.
2 Bean and Apple Fillers.
1 O'Day Catsup Sieving Machine.
1 Bloomquist Bean Sorting Machine.
2 Pea Fillers.
1 Single Comb Corn Cooker and Filler.
1 Smith's Nattonal Meat Chopper.
1 Corn Cutting Machine.
1 Grasshopper Tomato Scalder.
1 Hemingway Corn Cooker.
1 25-H. P. Boiler.
1 2000-lb. Hand Hoist.
Address, E. J. SHERIDAN,
2-10-4t 355 Bird Avenue, Buffalo, N. Y.

FOR SALE.

800 Buseels of Advancer Pea Seed, cheap. Write,
GRAFTON JOHNSON,
2-10-2t Greenwood, Ind.

FOR SALE.

1 Sprague Continuous Exhaust Box for No. 3 Cans.
1 Baker Grasshopper Tomato Scalder.
1 Ayars Topper and Wiper.
1 Stevens Tomato Filler.

All the above have never been used and will be sold cheap.

We also offer a few bushels of Refugee or 1000 to 1 beans, and Refugee Wax Beans for seed. This is a surplus from seed grown for our own use, carefully rogued and hand picked, strictly first class seed.

We also offer for sale 25 or 30 bushels each of Hickox Improved and Moore's Early Concord Sweet Corn seed, surplus over our own needs, same grown by reliable seed houses. Apply by letter to the undersigned, or inquire of E. B. Gill, Supt. and Mgr., at Columbus Convention, for particulars and prices. CENTRAL LAKE CANNING CO.,
Central Lake, Michign

FOR SALE.

A well equipped Canning Factory complete in every detail conveniently situated in Colchester, Conn.
For particulars Address
LEANDER CHAPMAN,
Colchester, Conn.

WANTED.

Capable, experienced and practical man with capital who would undertake building and establishing a new cannery in thriving town in Colorado for a reasonable bonus.
Address
W. B. S. Care of The Trade

FOR SALE.

Machinery complete for operating a tomato canning factory and 30.000 No. 2 empty cans. We are going out of business and will sell cheap. Apply to
EMPORIA CANNING CO..
EMPORIA, VA.

WANTED.

An Ayars Pulp Filler. Must be A 1 condition. State price, and shipping point. Also Hemingway corn filler.
Address
PULP FILLER, care of The Trade.

WANTED.

An Automatic Header, for one end, to put on Baking Pawder tops, 2lb cans. State price and weight.
HEADER,
Care of The Trade.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.	Cash.	Regular.
Standard 2s	50	
" 3s	57½	70
" Gallons	1 65	1 90

BAKED BEANS.

Lunch 1s	31	42
" 2s	40	70
Tall 2s	40	70
" 3s	55	90

BEANS.

Green String 2s	50	75
" " 3s	75	90
" " Gallons	2 00	2 25
White Wax 2s	45	65
" " 3s	80	90
" " Gallons	1 75	2 00
Refugee 2s	80	
" Extras, 2s	1 25	1 50
Green Lima 2s		90
" " small 2s		1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	55	
" Extra Fancy Preserved Strawberries	1 20	1 25
No. 1 Ex. Pres. Strawberries	80	
" 2 Standard Raspberries	75	
" Ex. Pres. Red Raspberries	1 20	
" Standard Blackberries	90	
" 3 " "		
" 2 Extra Blackberries	1 20	
" " Fancy "		
" Standard Gooseberries	90	
" " Blueberries	70	

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	90	95
" " Pres	1 20	1 25
Blueberries, 2s	70	75
Strawberries, 2s	50	55
" Preserved 1s	75	80
" " 2s	1 15	1 30
" Gallons		
Gooseberries, 2s	95	1 00
Raspberries, Red 2s	70	75
" " " Preserved	1 10	1 15
" Black 2s	70	75
" " " Preserved	1 10	1 15

CHERRIES.

Red 2s	55	60
White 2s	90	1 10
Extra White	1 20	1 30

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	62½	70
" Choice	75	80
" Dry Pack	75	90
" Shoe Peg	77½	1 00
" Choice Standard County		
" Standard County		
" " Extra County		
" Fancy County		

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	60	65
" New York or Maine Style	65	70
" Seconds, Soaked		
" Standard, Evergreen	50	55

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	55	60
" New York or Maine Style	67½	75
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	52½	
" " " Dry Packed	70	
" Ex. Sugar Corn, fine qual., dry pk'd.	85	

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist		57½
" New York or Maine Style Dry Pack	67½	70 75
" Seconds " " "		52½

CORN AND TOMATOES.

No. 2	65	
No. 3		

OKRA.

Standard 2s		70
" 3s		90

OKRA AND TOMATOES.

No. 2	57½	60
No. 3	70	75

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	80	
1s, 5 "	85	90
1s, 8 "		1 45
2s, 10 "	1 55	1 65
1s, Light Weight	45	47½
2s, Light Weight		
1s, Lunch Tins		
1s, 6 Ounce Selects		
2s, 12 " "		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	1 00	
" 2 "		
5 oz. No. 1 Standards		80
10 " "		1 50
5 oz. Standards, tall cans	80	
10 " " "	1 50	
4 oz. No. 1 Cove	75	
8 " 2 "	1 40	
No. 1 Light Weights	45	
" 2 " "	85	

PEARS.

Bartlett 2s	65		
" 3s	75		
Extra Bartlett 2s			
" " 3s			

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	1 45	1 60
" Seconds, "	1 10	1 15
" Pie Unpeeled	80	85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	1 50	1 60
3-lb. " Selected " "	1 65	1 75
No. 3 Standard, Yellow, country packed	1 40	1 45
" Seconds, Yellow	1 10	1 15
" " White	1 05	1 10
2-lb. " Peaches	80	90
No. 2 Standard, Yellow	1 10	1 15
" " White	1 10	1 15
Gallons, Pie	2 65	2 75
3-lb. Pie	75	80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White		1 10
" Extra Standard, Yellow	1 15	1 20
" Seconds, White	80	85
" " Yellow	85	90
No. 3 Standard, White	1 40	1 50
" " Yellow	1 45	1 50
" " Extra Yellow	1 65	1 75
" Off Standard, Yellow	1 30	1 40
" Seconds, White	1 07½	1 15
" " Yellow	1 15	1 25
" In Syrup	1 35	1 40
" Pie, Unpeeled	85	90
No. 6 " "		
Gallons, Pie, Unpeeled	2 75	2 90
" " Peeled		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	75	
" " Peeled	1 00	
Gallon Pies, Unpeeled	2 60	
" " Peeled	3 55	
No. 2 Seconds, White	80	
" " Yellow	85	
No. 3 Seconds, White	1 05	
" " Yellow	1 10	
No. 2 Standards, White	95	
" " Yellow	1 00	
No. 3 Standards, White	1 40	
" " Yellow	1 45	
" Ex. Selected, Yellow	1 60	1 75

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	70	80
" " " Sifted	85	1 20
" " " 2ds, labeled Standard	55	60
" Soaks	40	45
" Seconds		
" Marrowfat, Full Standard	75	
" " White		
" " Soaks	40	45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	75	85
2 " Sifted	1 00	1 20
2 " Extra Sifted	1 10	1 35
2 " Extra Fine Sifted	1 40	1 60
2 " Petit Pois	1 75	2 00
2 " Off Standard	70	75
2 " Off Sifted	85	95
2 " Off Extra Sifted	95	1 15
2 " Off Sifted Petit Pois	1 40	1 75
2 " Seconds	60	70
2 " " Sifted	80	85
2 " " Extra Sifted	90	1 10
2 Marrowfat	75	85
2 " Sifted	85	95
2 " Extra Sifted	1 10	1 30
2 " Seconds	60	75
2 Sweet Extra	90	1 00
2 Sweet Petit Pois		1 30

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	.....
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	.....	.....
Extra 1s, Eyeless and Coreless	.....	.....	1 50	.....
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 50	1 75
Preserved 2s, Eyeless and Coreless	.....	.....	1 85	1 90
" " Grated	.....	.....	.....	.....
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	90	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 10	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	60	.....	62½	.....
" Seconds	57½	.....	60	.....
No. 2 Full Standards	45	.....	50	.....
" Seconds	42½	.....	45	.....
Gallons, Standard	1 80	.....	1 85	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	60	62½	65	67½
" Seconds, Labeled Standards	.....	.....	60	62½
No. 2 Full Standards	47½	.....	50	.....
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	65	.....	.....
" " Country	62½	65	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	47½	.....	.....	.....
" 3 " "	62½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 85	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	.....	.....	2 15 @	2 25
" Maryland gallons	.....	.....	.....	1 90
APRICOTS—California Standards 2½s	.....	.....	.....	1 60
ASPARAGUS—Oyster Bay	.....	.....	3 75	3 90
" 3-lb. Tips	.....	.....	2 50	3 00
BEANS—No. 2 Lima	.....	.....	1 00	1 25
" No. 2 String, Southern	.....	.....	52½	55
" Baked, No. 3	.....	.....	65	70
" N. Y. String, 2s	.....	.....	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	.....	.....	80	85
" " Maine	.....	.....	1 05	1 10
" " Southern	.....	.....	77½	80
" " Western, 2s	.....	.....	75	80
LOBSTER—Flats, ½-lb	.....	.....	1 75	1 85
" flats, 1-lb	.....	.....	3 50	3 60
OYSTERS—5 Ounce Standards	.....	.....	82½	92½
" 2-lb. 10 Ounce	.....	.....	1 55	1 75
PEACHES—2½-lb. Standard, California Yellow	.....	.....	1 65	1 70
" 3-lb. Extra, California Yellow	.....	.....	2 45	2 50
" Southern Standard 3s	.....	.....	1 20	1 45
PEARS—California 2½-lb	.....	.....	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	.....	.....	1 35	1 50
" " " " Sifted	.....	.....	1 05	1 20
" " " " Standard	.....	.....	67½	80
" " " " Seconds	.....	.....	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	.....	.....	1 75	1 85
" " Grated	.....	.....	1 75	1 90
" Standards	.....	.....	1 20	.....
" Gallon Pie, Grated	.....	.....	2 10	2 50
PUMPKIN—No. 3	.....	.....	50	65
" Gallon	.....	.....	2 00	.....
SALMON—Columbia River talls, 1-lb	.....	.....	1 70	1 75
" " " flats, 1-lb	.....	.....	.....	1 85
" " " ½-lb	.....	.....	1 12½	1 25
" Alaska Red, talls, 1-lb	.....	.....	1 15	1 23½
" Medium Red, talls, 1-lb	.....	.....	1 07½	1 10
" Chums, talls, 1-lb	.....	.....	.....	.....
" Sockeye, flats, 1-lb	.....	.....	.....	.....
" " talls, 1-lb	.....	.....	1 60	1 67½
" " flats, ½-lb	.....	.....	1 15	1 20
" Alaska Pink, talls, 1-lb	.....	.....	80	85
" Cohoes, talls, 1-lb	.....	.....	1 07½	1 10
" Cohoes, flats, 1-lb	.....	.....	1 15	1 17½
STRAWBERRIES—Gallons	.....	.....	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	.....	.....	1 50
" other pack, 2s	.....	.....	.....	1 35
TOMATOES—No. 2 Standard Maryland	.....	.....	55	57½
" No. 3 " "	.....	.....	65	70
" No. 3 " New Jersey	.....	.....	75	80
" Gallons, Maryland	.....	.....	1 95	2 10
" Gallons, Jersey	.....	.....	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	.....	.....	.....
Wire Coil	$ 18½	17¼	16½
Wire Segments	18½	17¼	16½

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard	18 00 "

SOLDER HEMMED CAPS.

S. H.	$ .85	P. H.	$1 30	P. A. H.	$1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 50	29 90	.....	.....
Malacca	29 50	29 90	.....	.....

PIG LEAD.

Omaha	$ 4 70	4 75	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

THE OLDEST, BEST KNOWN AND MOST RELIABLE SWEETENER ON THE MARKET.

Prices as low as goods of lower quality. Do not confuse the name with the name of a firm doing a similar business. You can only buy Heyden Sugar from

A. KLIPSTEIN & COMPANY,

122 Pearl Street, NEW YORK CITY.

Branches:
Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, Canada.

Local Western Agent:—E. E. MANHARD, Waterloo, Iowa.
" Southern " R. C. GRIFFITH & CO., Baltimore, Md.
" N. Y. State " W. H. SMITH, Sauquoit, N. Y.

HEYDEN SUGAR, the only sweetener with which no fault has been or can be found by the Health Authorities.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

JOHN W. MANN & CO..

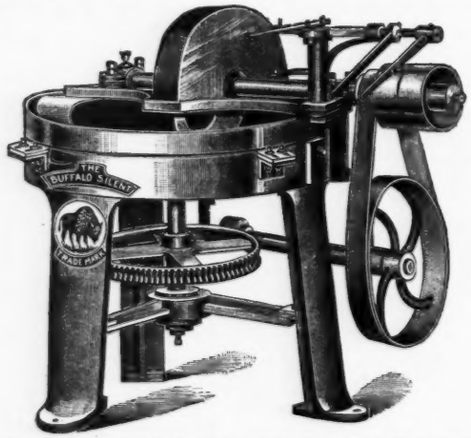
902 to 920 S. CAROLINE STREET, BALTIMORE, MD.

MEAT AND VEGETABLE CUTTER.

FASTEST CUTTER IN THE WORLD.

Noiseless, Clean and Durable.

A GREAT TIME AND LABOR SAVER.



FOR CUTTING VEGETABLES

For Picalille, Chile Sauce, Worcestershire and Celery Sauce.

For Mince Meat, Crushed Fruits, &c.

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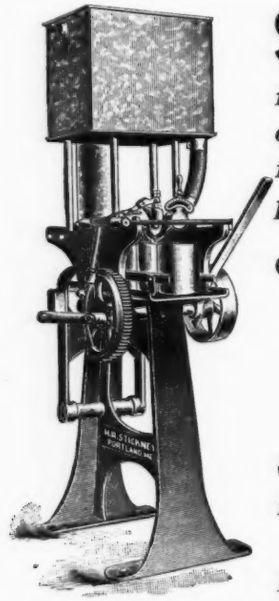
JOHN E. SMITH'S SONS COMPANY,
BUFFALO, N. Y., U. S. A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A reliable man who understands the manufacture of Catsups, Preserves, Baked Beans, etc. Give age, experience, reference and salary expected. Address "C. C. C.," care of The Trade.

SITUATIONS WANTED.

WANTED—Position by up-to-date processor, who understands the full line of corn, tomatoes, string beans, apples, pumpkin, etc., or in other words, fruits and vegetables of all kinds. Best of references. Address, Practical, care of The Trade.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish refereuce if desired. Address X, care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

Am ready to sign with large canning establishment of responsibility as superintendent or manager for 1905. Conversant with all branches of the canning business. Large experience in packing full line of fruits and vegetables, running canning machinery, and handling foreign and domestic help. Expert on peas and corn. Can remain with present employers. At liberty February 1st. Best of references. Only those willing to pay for the services of a first-class man need write. Address, "Western," care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

WANTED—Position as Processor and Superintendent in Canning Factory. Can give plans for factory and set up all latest machinery and run same. Have had sixteen years experience. Address, H. Harding, Blanchester, Ohio.

WANTED—Position as Superintendent Processor; have had 13 years experience in Packing and Processing all kinds of fruits and vegetables. I am up-to-date in steam fitting and the installation, care and working of all the modern machinery used in a factory—in fact, can give plans and superintend the building of new plants complete; am a good manager of help, am strictly temperate and can give the best reference. Address, G. G. W., 612 East Grand River Street, Clinton, Mo.

Now at liberty to engage with reliable established firm as Superintendent or Manager for 1905. Expert Corn and Pea Processor. Over twenty years experience in packing all kinds of fruits, vegetables and meats. Can build plant and set up all machinery if necessary. Have successfully managed all classes of help. Can furnish as good references as any man in the business. Have connections with very best wholesale houses east and west, and can aid you in selling your goods and extending your business. If you are willing to pay for experience and reliability, let me hear from you. Address, "New York," care of THE TRAEE.

POSITION WANTED—Thoroughly up in the following lines: Condensed soups, 21 varieties; straight cream soup, 6 varieties; Scotch jams, jellies, and marmalade, pickled peaches, catsup, baked beans, hominy, pumpkin. Address, M. W., care of The Trade.

WANTED—A position (preferably in Ohio) with canning factory. Have had ten years experience packing tomatoes, spinach, beets, apples, and pumpkin. Can run Hawkins Capper, and am good at repairing machinery and pipe-fitting. Address, Ohio, care of The Trade,

WANTED—A processor and manager for factory packing corn exclusively. Give references and state salary in first letter. Address Minnesota Valley Canning Co., Le Sueur, Minn.

WANTED.

One Zastrow Hydraulic Crane, Three Closed Process Kettles, 43 in. diameter, One Hawkins Capper. State condition and lowest cash price.

VINE,
Care of The Trade.

FOR SALE OR RENT.

Thoroughly equipped Canning House, in one of the best tomato growing districts on the peninsula. For partinulgrs address,

J. THOS. LOWE,
2-10-4t Dover, Del.

FOR SALE.

We offer fifty barrels selected Crosby Sweet Corn Seed in the ear; also one hundred bushels J. J. H. Gregory strain of Crosby Seed Corn, best stock.

PORTLAND PACKING CO.,
Portland, Me.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

New Process Peeling Machine

I offer a perfect machine for the peeling of Apricots and Peaches. This machine is the only practical method of peeling economically, without injury to the fruit or flavor. I have the sole right to manufacture the same. Many improvements have been added for 1905.

Continuous Line

Syrupers, Exhaust Box, Wiper, Capper, Cooker and Cooler.....

This line is built for handling either Spool machines (the cans are automatically put on and off the Spool machines), Continuous Cappers or Tray machines. The Cooker allows of different time in cooking, without changing the speed or interrupting the flow of cans. Built for any capacity and to suit your requirements; saves labor, space and steam. Will pay for itself in a short time and gives you a better product. Does away with your kitchen troubles.

E. J. JUDGE, CANNING MACHINERY,

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The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No. 26325.*

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OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

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1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead,

——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces

——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

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THE CANNED GOODS EXCHANGE

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CORN AND TOMATOES A SPECIALTY.

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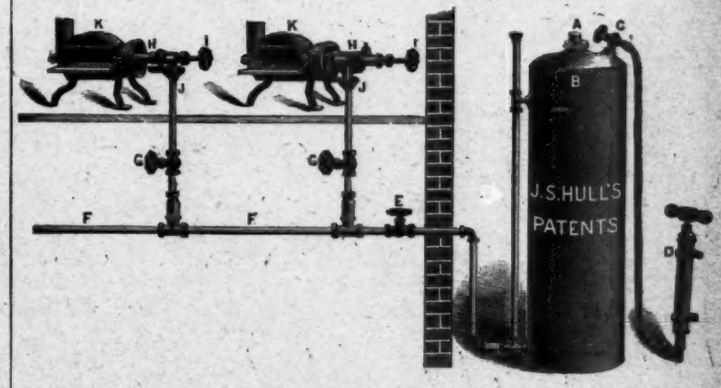

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Repairs Promptly Attended to.

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